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HOME NEWS

Mood in Ulster
Plans to reexamine
specification for
social sciences PhD

ana Geddes
tion Correspondent

ical proposals to tighten
the specification for a
n the social sciences are
considered by the Social
Research Council
) after a disturbing evi-
about the length of time
by PhD students to com-
their degrees.

council is deeply con-
about the findings, as
published, of a survey it
uried out into the degree
ion rates of 1,837
s students it funded,
embarked on their PhDs
73.

y a tenth of the 1973
completed their degrees
the "normal" three-
period for which a SSRC
is available: 18 per cent
ed within four years, and
had a third (31 per cent)
five years. By last year,
ars after they had begun,
three fifths (59 per cent)
had not obtained their
es.

se completion rates are
than twice as bad as the
for PhD students funded
a Science Research Coun-
RC). A similar survey by
SRC, also unpublished,
d that two thirds of its
nts had finished their
as within five years and
cent within four years.
Average grant for a PhD
nt awarded by both the
and the SRC this year
3,000, which includes £850
tion fees and £2,000 for
sance. The SRC funded
d students this year and
RC £2,200.

estioned last week by the
ons public accounts com-
e about the poor comple-
rates for social science
al students, Mr Michael

Posner, chairman of the SSRC,
agreed that the success rate
was not good enough, and said
that the council had various
plans in mind to improve it.

The council did not think
that the selection of the PhD
candidates, carried out by the
individual universities, was at
the root of the difficulty, he
said. Rather it thought the
source of the trouble lay in the
specification for what a PhD
was, and the way the training
was carried out.

In an interview with *The*
Times, Mr Posner said that he
could not speak for the whole
council, but he did not think
that a time limit should be
imposed on PhD students. How-
ever, he believed there should
be much closer supervision and
more rigorous assessment of
their work.

Most, but not all, PhDs in the
social sciences should be more
closely linked with research
operations in universities in
the same way as PhDs in the
sciences already were. The
students' research projects
would be less free-standing and
perhaps less original, but no
less good, he insisted.

Research topics that formed
part of a coherent research
programme might be allocated,
after consultation, to students
rather than the individual
student working out his own,
sometimes rather obscure,
topic for his PhD thesis. That
could help to reduce the time
taken to complete PhD degrees.

"I think that many, but not
all, university social science
departments ought to change
what they mean by a PhD," he
said. "There should distinguish
more clearly between doctoral
and post-doctoral work, and
give PhDs earlier. The PhD
could become a rather different
type of qualification.



Mr David Scott Cowper, who sailed solo round the world, returning home to Newcastle upon Tyne yesterday with his wife and son.

Mrs Thatcher rejects
nuclear safety 'gift'

By Frances Gibb

In the event of a nuclear
war the Prime Minister at least
is assured of some protection:
to the extent that any protec-
tion can be assured by a jar
of Vaseline.

The jar was presented at 10
Downing Street yesterday as a
token gift by a group of Young
Liberals anxious to provide
Mrs Thatcher with the
materials the Government has
deemed necessary for a fallout
shelter.

happy to entrust her life and
those of her family to three
doors and some sandbags?

The materials were taken to
Downing Street, but police en-
sured that no more than the
letter and Vaseline reached the
door of No 10. The refusal of
the gift was no surprise. "We
realize," the letter said, "that
far more adequate provision
has been made for you and
senior members of Govern-
ment, so you will probably
reject our gift."

They also criticized the fact
that the booklet appeared on
bookshelves with no advance
publicity. Mr Richard Ross,
chairman of Oxford City Young
Liberals, who organized the
demonstration with London
Young Liberals, said: "It was
first seen on Sunday at New-
castle, and then on Monday at
Charing Cross bookstall, with
absolutely no prior publicity

Brothel case
woman's
sentence cut

A woman sentenced to im-
prisonment for keeping a dis-
orderly house, had her 18-
month sentence reduced to six
months in the Court of Appeal
yesterday after Lord Justice
Lawton described it as one of
the worst cases of brothel-keep-
ing he could imagine.

He criticized unchecked evi-
dence given at a Crown Court
hearing that barristers, manag-
ing directors, accountants, an
Irish MP and a member of the
House of Lords had been among
53 men found at the brothel.

There was no basis for al-
legations, he added, and the
court had checked the names
supplied by the police against
the Bar List and had found no
barrister among them. The
name of the peer did not appear
in *Who's Who*.

Mrs Cynthia Payne, aged 46,
had pleaded guilty at Inner
London Crown Court last month
to exercising control over three
prostitutes and keeping a dis-
orderly house at Ambleside
Avenue, Streatham, London.

Law Report, page 11

Councillors
'leaving
because of
cash loss'

By Christopher Warman
Local Government
Correspondent

Councillors were being forced
to leave local government be-
cause they could not afford the
financial loss, Mr Tony
Phillips, chairman of the execu-
tive committee of the Associa-
tion of Councillors, said in Lon-
don yesterday.

He claimed that councillors
had to dip into their pockets
and said they should receive
adequate compensation for
their time and loss of earnings.
"I do not believe councillors
should be paid, but they should
not be penalized financially by
becoming an elected member."

Mr Phillips rejected the sug-
gestion that the lack of com-
pensation resulted in a lower
calibre of member, but said
that councillors became dis-
illusioned after a term and left.

The system was deterring
people from entering local gov-
ernment, Mr Phillips said. In
his authority, Wiltshire County
Council, 33 of the 79 members
in the last election had been
returned unopposed.

In 1973 the attendance allow-
ance for councillors was fixed
with a maximum of £10 a day.
It is still less than £14, an
increase far below the rate of
inflation.

Mr Barry Rose, president of
the association, which is cele-
brating its twenty-first anniver-
sary, asked councillors to stop
being apologetic.

"Constant vigilance is needed
in order to preserve and
enhance our democratic system
of local government, and I am
afraid that the role and status
of the elected member are
under increasing threat from
central governments, from non-
elected public bodies, and from
the growth of specialization and
sophisticated management tech-
niques, many of which serve to
enhance the effectiveness of the
officer but regrettably at the
same time tend to ignore the
position of the elected member,
who can increasingly find him-
self isolated."

The association announced an
inquiry into support services for
councillors, to seek ways of
improving the effectiveness of
the elected member.

Builders call for more
action on housing

By John Young
Planning Reporter

Without more positive gov-
ernment action the housing
shortage would become much
worse in the next decade, the
House-Builders' Federation
stated yesterday in evidence to
the Commons Select Committee
on the Environment.

The federation expressed
grave concern at the Govern-
ment's evident decision to
ignore the projections of
demand contained in the 1977
conservative document on hous-
ing policy.

In the absence of an agreed
forecast of total needs, authori-
ties were unable to plan
adequately, it pointed out. If
the 1977 projections were valid,
structure plans for housing
were falling short by about 30
per cent a year.

"Whatever the exact numbers
required, new housing require-
ment will be greater than in
the 1970s, while all current
planning policies are founded
on the intention that fewer
houses will be built than at any
time since the war," the federation
stated.

The latest public expenditure
cuts meant that no more than
40,000 new homes a year were
likely to be built by local
authorities. To meet the 1977
projections, therefore, the
private sector would have to
build up to 250,000 homes a
year, if all the gains made in
overcoming housing shortage

in the 1960s and 1970s were
not to be lost in the 1980s.

The most likely reason for
private builders failing to reach
that level would be the inability
of successive governments to
create a framework for the
planned release of land.

Mr Tom Baron, one of two
federation members who ap-
peared before the committee
yesterday, said the industry
could not afford to tie up so
much capital in "land banks".
There was an urgent need for
radical changes in the planning
system.

On council house sales, the
federation observed that they
would have only a marginal
effect on meeting the demand
for owner-occupation.

The most serious conse-
quence in the short term
would be on mortgage avail-
ability. In the prevailing mar-
ket, which was starved of funds,
the effect could be mitigated
only by making separate funds
available to finance sales, or by
local authorities' converting
housing revenue account
charges into mortgages.

The price for the Government
of introducing "self-financ-
ing" method would be its in-
ability in the short term to re-
duce the public sector debt.
But it was a price it should be
prepared to pay; otherwise, by
attempting to fund council
house sales through building
societies, it would be robbing
Peter to pay Paul.

Police witness's denial
over use of truncheons

Nicholas Timmins

special patrol group
denied yesterday that he
failed to record the use of
truncheons in Beechcroft Ave-
nue, London, because
new unauthorized violence
been used in the street
e Blair Peach, a school-
er, received a fatal head
y during the demonstration
st the National Front in
last year.

gent Anthony Lake, then
the No 1 unit of the group,
asked at the inquest on Mr
b at Hammersmith why he
omitted all reference in the
e log to truncheons being
e in Beechcroft Avenue,
aid he did not know.

Richard Harvey, for the
Nat League, said that he
given a somewhat detailed
out in the log of earlier
in Park View Road.

gent Lake said: "Yes,
I could remember that quite
ly. I have never experi-
ed such violence before."

r Harvey asked whether he
failed to record the use of
cheons in Beechcroft Ave-
"because you knew that
authorized violence had been
in Beechcroft and Orchard
nues."

gent Lake replied: "That
definitely not the case."

he officer referred to a
ing he had in a Hampstead
ic house with Inspector
Murray, also of No 1 unit,
e weeks later. He said the
ing was to discuss a spon-

sored parachute jump. He
denied that he had discussed
with Mr Murray what happened
in Beechcroft Avenue.

Sergeant Lake also said that
when he was at the bottom of
Beechcroft Avenue he saw a
police carrier loading up with
policemen, although when ques-
tioned he could not remember
the identity of any of them.

He agreed that he at least
knew by sight Inspector Hop-
kins, Police Constable Page and
Police Constable Blot, all of
whom have said they got on the
carrier there, although the
driver of the van, Police Con-
stable Raymond White, said
that he drove the carrier away
from the corner early.

Sergeant Lake said that when
he was at the bottom of Beech-
croft Avenue he got out his
radio and called his carrier
down the road. It was put to
him that the driver of his
vehicle, WPC Janet Dorey, had
said she followed him and the
rest of the crew down the road
after they had disembarked, ap-
parently on her own initiative.

Sergeant Lake said that he
could not see the carrier when
he realised for it, Mrs Dorey
might not have heard his call.
The hearing also heard evi-
dence from four other
special patrol group officers
from the same unit, none of
whom could remember civilians
or police officers on the corner
of Beechcroft Avenue and
Orchard Avenue when they
were there.

The hearing continues today.

Lecturer tells of pressure by neighbours
when an Asian wanted to buy his house

in Arthur Osman

college lecturer said at
Mingham County Court yes-
terday that he and his wife,
schoolteacher, argued over
moral issues when an Asian
tried to buy their house in a
residential area.

He said neighbours had asked
whether he would sell to an
Asian: at first he was
dly amused by the question,
later became "shocked and
at".

Mr Albert Marsh, a lecturer
industrial law at Redditch
lege of Further Education,
stford and Worcester, told
court that he and his wife
ided the matter on commer-
l grounds. They sold the
se to a white man who had
de a better offer.

The Commission for Racial
unity sought a declaration of
reach of the Race Relations
t, alleging that Mr Samuel
yd and Mrs Mary Sabini,

neighbours in Southern Road,
Redditch, had attempted to in-
duce Mr and Mrs Marsh not
to sell to the Asian.

The commission also sought
an injunction restraining them
from similar acts in the future.

At the time of the alleged
incidents 15 months ago Mr and
Mrs Marsh, who now live at
Overley Mill House, Alcester,
Warwickshire, lived in South-
crest Road.

Under cross-examination by
Mr Anthony Hughes, counsel
for Mr Lloyd and Mrs Sabini,
Mr Marsh agreed that people
of different ethnic backgrounds
would be seen "going and
froing" from his house. Asked
if it was a fact that "the arrival
of a foreign family would have
had an effect on house values",
he replied: "I believe that it
could."

Mr Marsh told Mr Peter
Susman, for the commission,
that he had asked £26,000 for
the house. A Mr Emeney, who

was white and subsequently
bought it, viewed it first and
was followed by a Mr Bukhari,
an Asian, who arrived with his
family.

Mr Bukhari had asked if Mr
and Mrs Marsh would accept
£26,000 to include all fixtures
and fittings. Mr Emeney at first
offered £25,250, but later
increased it to the asking price.
Mr Marsh told the court that
Mr Lloyd, with whom he and
his wife did not have any social
contact although they had been
neighbours for 10 years, spoke
to him, saying: "You are not
thinking of selling to Asians,
are you? You would not leave
us with a legacy like that?"

He and his wife saw the
issue as whether it would be
fair to sell the house to the
Asians under pressure and the
sort of life the Asians would
have if they moved in against
their being unfairly denied
access to property. They eventu-
ally decided the issue on
commercial grounds alone,

Greenpeace fined for defying court order

Pearce Wright
ence Editor

Three directors of Green-
peace, the environmental pro-
tection organization, were fined
the High Court yesterday
contempt and were ordered
pay the costs of a case
brought by the British Trans-
it Docks Board.

Mr Justice Patten fined Peter
Johnson, Alan Wornow and
vid McLaughlin £100 each and
Greenpeace Ltd £500 after the
fendants admitted having in-
gined a court injunction.

The case brought by the
cks board related to a protest
March organized by Green-
peace against the unloading of
ste nuclear fuel from Japan
Barrow-in-Furness docks.

The board acted on the
und that court order of
syed 24 that it must refrain
y causing or encouraging
physical obstruction which
ght impede the free move-

ment of vessels into or out of
Barrow."

Greenpeace failed to get the
injunction lifted at a High
Court hearing on February 6,
and in March more than 200
people took part in a protest
against the shipment of nuclear
waste into Barrow.

Only Mr Wilkinson was present
at the protest at Barrow,
but all three accepted that an
infraction had been com-
mitted when the vessel, the
Pacific Fisher, negotiated the
approach channel to the docks
and was manoeuvring through
a lock at the harbour entrance.
But they said that that was
unintentional, and that they had
not set out to defy the court.

The Pacific Fisher's cargo
was being shipped to British
Nuclear Fuels Ltd's reprocessing
plant at Windscale, Cumbria. In
the approach channel to Barrow
docks several high-speed inflat-
able craft weaved in front of
her bow and entered the lock
with her.

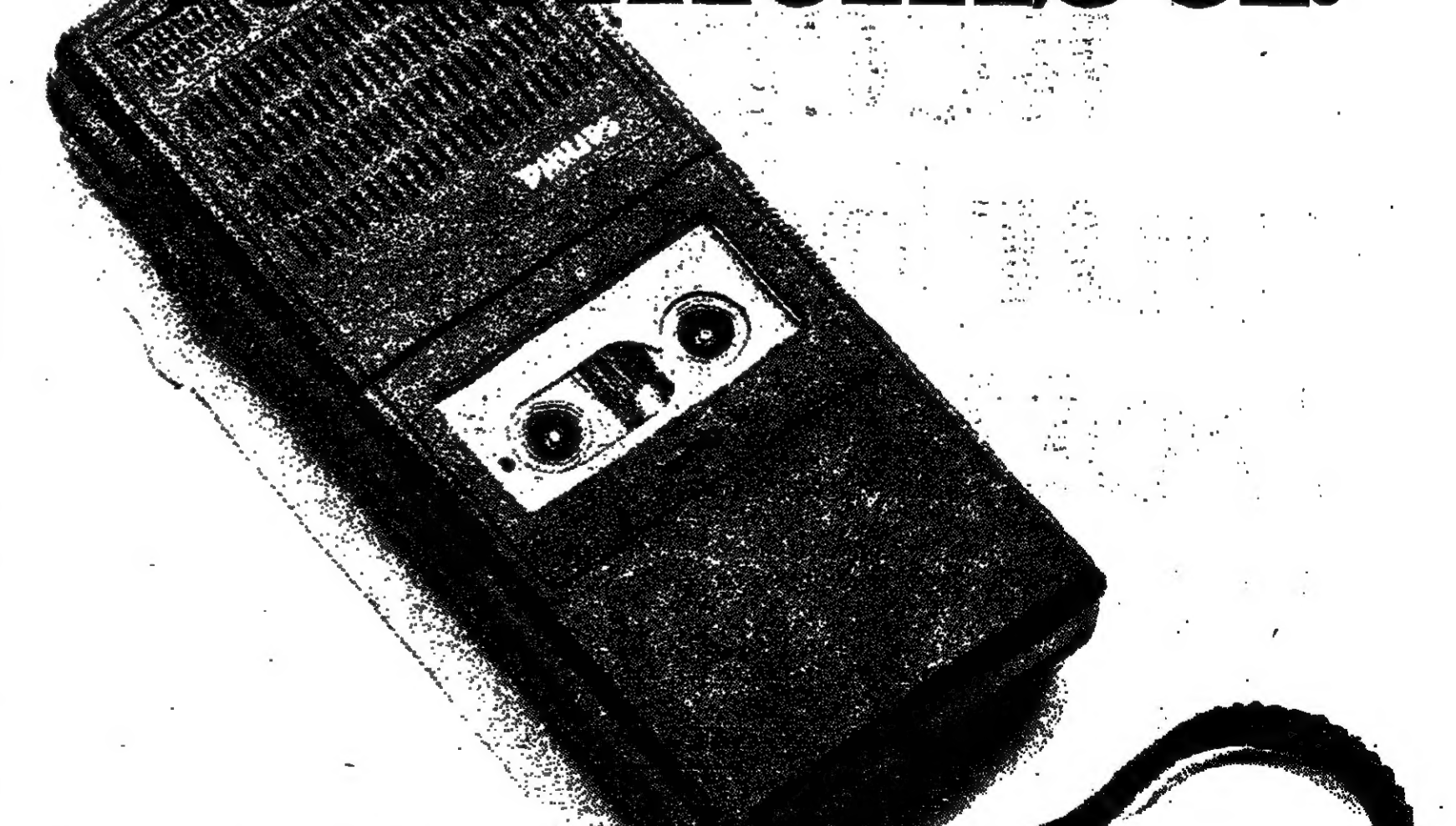
The original claim by the
defendants was that free nav-
igation of a 4,000-ton oceangoing
ship could not be impeded by
the actions of small inflatable
rafts.

On the evidence presented by
the docks board, they accepted
that they were wrong.

Summing up, Mr Justice
Patten said that it would be
wrong to regard the proceed-
ings as an attempt to prevent
free speech. He accepted that
the defendants had very strong
feelings about a matter that
was of importance. But the
plaintiff had a public responsi-
bility to ensure the proper run-
ning of the docks.

"Hazard to lives": A Green-
peace statement issued after
the hearing said that its actions
were not intended as a con-
tempt of the High Court ruling.
But it believed that the ship-
ment of foreign spent nuclear
fuel to Barrow presented an un-
acceptable hazard to the lives
of the townspeople.

PHILIPS Business
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HOME NEWS

MPs to hold inquiry into D-notice system of self-censorship by British press and broadcasting

By Peter Hennessey

The House of Commons Select Committee on Defence is to investigate the D-notice system, the method of voluntary self-censorship adopted by British press and broadcasting organizations on defence and intelligence matters in co-operation with the Ministry of Defence, and the Foreign and Commonwealth Office and the Home Office.

It will be the first time in its 68-year history that the Defence, Press and Broadcasting Committee, on which the representatives of Fleet Street and Whitehall sit, has been examined by a Commons committee. The system was last

reviewed in 1967 by the late Lord Radcliffe. Twelve D-notices are in use today. All were issued by the Defence, Press and Broadcasting Committee in 1971. The subjects range from the country's readiness for war to nuclear weapons and the British intelligence services.

The system was challenged earlier this year by the *New Statesman* magazine which published articles on intelligence and security organisations and the use they make of telephone tapping. The series was in direct contravention of the letter and spirit of D-notices Nos 10 and 11. The journal's editor, Mr Bruce Page, con-

ducted a correspondence with Rear-Admiral William Ash, Secretary of the Defence, Press and Broadcasting Committee, in which he suggested that the system's involvement in domestic affairs in peacetime was "illegitimate".

Doubts about the continued raison d'être of the system have been raised privately by Mr David Chipp, editor-in-chief of the Press Association and a member of the committee. The Ministry of Defence has taken the view that, were the committee to be disbanded, ministers would insist on a legal replacement which would bite directly on press freedom in the defence and intelligence areas.

Recent concern inside the D-notice committee about the physical danger to security, intelligence and police officers in Northern Ireland has also led to the suggestion that a voluntary code of conduct might be prepared to supplement the D-notices. The press would be asked, for example, to refrain from publishing the addresses of the General Officer Commanding in Northern Ireland and the directors of MI5.

The idea of a Commons investigation came from Mr John Gilbert, Labour MP for Dudley, East and Minister of State for Defence from 1976 to 1979. Mr Gilbert will chair the select committee when it meets specifically to examine the D-notice system. MPs meet on Tuesday to consider how the inquiry will be conducted.



Mr John Gilbert: Originator of call for an inquiry.



Rear-Admiral Ash: Secretary of D-notice committee.

Rail bicycle concession not enough, users say

By a Staff Reporter

Many bicycle enthusiasts are angry about British Rail's new concessions for carrying bicycles on trains in and out of London, which they say do not go nearly far enough and create a messy patchwork of arrangements.

British Rail announced its new scheme this week after a 12,000-signature petition had been handed in by two of the main bicycle lobbies, Friends of the Earth and the London Cycling Campaign.

From June 2 cyclists will be allowed to take their machines on peak-hour trains at a charge of 50p a day, but only if they use Paddington, Euston, Marylebone or St Pancras stations. Outside the peak hours the bicycles will be carried free to and from any station.

Until last January British Rail operated a free bicycle scheme; but it decided to ban all bicycles from trains in the peak-hours after complaints from commuters that cyclists held them up at the barriers. Mr Anthony Ambrose, of the London Cycling Campaign, said British Rail had offered no evidence of such complaints.

If they were true, bicycles could be left in the guard's van for two or three minutes to let the passengers off first, he said. "British Rail is not accepting that it has any responsibility to provide for this growing demand for a service." "It has made a derisory offer and the plan to charge will dissuade people from taking bicycles to work. Moreover, there will still be empty guard's vans coming in and out of London."

Libel damages for ex-President of Seychelles

Mr James Mancham, the former President of the Seychelles, accepted substantial libel damages in the High Court yesterday in settlement of a libel action against *The Financial Times*.

Mr David Eady, his counsel, told Mr Justice O'Connor that Mr Mancham felt that an article in the newspaper could be understood to mean he was guilty of corruption during the 1974 elections and that he unconstitutionally postponed elections.

He felt the article also suggested that he spent most of his time enjoying himself abroad while pretending he was looking for investment for the islands.

Mr Charles Gray, counsel for *The Financial Times* Ltd, and Mr Colin Iman, deputy surveys editor, apologized on their behalf.

'Spy in sky' pilotless aircraft due in mid-1980s

By Arthur Reed

Britain is to have its own full-scale pilotless aircraft able to act as gunnery target-ship in the sky, or remotely-controlled missile, in service by the middle 1980s.

Coded Asat (Advanced Subsonic Aerial Target) it is being developed under a Ministry of Defence contract worth £1.5m at Wimborne, Dorset, by Flight Refuelling, a company established in the 1930s by the late Sir Alan Cobham, the aviation pioneer.

The fuselage is taking shape and the first of eight test aircraft is due to make its maiden flight by the end of this year. The aircraft looks something like the wartime German V-1 flying bomb, but has its jet engine, developing 240 lbs of thrust, slung beneath the fuselage. It takes off from a circular race track mounted on a trolley, which is then jettisoned.

Once airborne it is controlled by an advanced microelectronics brain supplied by Japan. Flight is preprogrammed, and can be sustained for up to an hour and a half.

The aircraft's controller on the ground can cancel the flight at any stage by sending a signal which switches off the engine. Parachutes stowed in the tail then open automatically, and the Asat floats down.

The main role of the aircraft is to simulate low-flying intruder aircraft for the crews of Rapier anti-aircraft missiles guarding airfields and other important sites.

It can also be adapted to carry cameras for airborne reconnaissance, electronic equipment for jamming enemy radar transmissions, or explosives and a remotely-piloted missile.

Other Nato nations are expressing an interest in it, and a 50 aircraft a year valued at £2m could be produced.



A fireman wearing protective clothing to deal with chemicals leaking from tanks in Clerkenwell Road, London, yesterday.

Irish cardinal condemns man's murder by IRA

The murder of Mr Anthony Shields by the Provisional IRA was condemned yesterday by Cardinal Tomás Ó'Flaigh, Roman Catholic Primate of All Ireland.

Speaking at a parish in County Louth, in the Republic, the Cardinal said: "This is the kind of brutal act which the Pope requested us to call by its proper name of murder. Let no one try to suggest that this crime has anything to do with patriotism."

Life ban on man who hacked his dog to death

Eustace Morris, aged 72, a church vergor, who was said to have hacked to death his cross-bred collie dog with a meat cleaver, was barred by the Isle of Wight magistrates yesterday for life from keeping a dog. He was given a conditional discharge for one year and ordered to pay £5 court costs.

Mr Morris, of High Street, Brading, Isle of Wight, pleaded guilty to cruelty two weeks ago. He had been remanded on bail for a social inquiry report.

Antique dealers' and fine art fairs to be combined

By Our Arts Reporter

An antiques fair to be held at Burlington House, London, in September will combine the Antique Dealers' Fair, which used to be held at Grosvenor House, and the Burlington Fine Art Fair, which has specialised in paintings, Sir Hugh Casson, RA, president of the Royal Academy, announced yesterday.

Last year's fair at Grosvenor House had to be cancelled for the second successive year because of a trade union dispute that began with the dismissal of 28 chambermaids. Since 1934 the stands and installations had been built by Beck and Politzer.

The same company will be responsible for the fixtures and fittings at the combined fair, which is sponsored by Burlington Magazine and Thomson Publications Ltd. Queen Elizabeth the Queen Mother, who was patron of the fair when it was based at Grosvenor House, is to continue as patron.

About 50 dealers are expected

to take space and exhibits will be examined by a panel of specialists to ensure that they are of top quality. Abolition of the 1930 limit will permit submission of works of art up to a later period, probably the 1930s.

Mr George Levy, chairman of the executive committee, said that Burlington House was the natural setting for the most important of antique and fine arts fairs, and September's fair would be a curtain raiser to the next one in the same venue in March 1982.

Lord Drogheda, one of two vice-presidents with Lord Thomson of Fleet, giving a warning against parochialism, said it would be much to the fair's advantage to have leading foreign dealers exhibiting.

Sir Hugh said that space was limited this year for the "pilot run": a larger area was expected to be available in 1982. It was hoped that it would be a regular series, he said.

The fair will take place from September 9 to 17.

Rapist of schoolgirls is jailed for 15 years

Anthony Clyde Slade, aged 41, who was said to have made tape recordings of himself raping two girls in their beds at public schools, was jailed at Nottingham Crown Court yesterday for 15 years.

Mr Justice Drake told Mr Slade that he had no fixed address, who admitted two offences of rape and two burglaries and asked for 225 other offences to be taken into consideration: "I think you are a very dangerous man to society."

The judge said he would have been justified in jailing him for life.

Two other charges of rape and one of burglary, which Mr Slade had denied, were ordered to lie on the file. Mr Slade admitted rape on November 28 and December 4, 1979, and the

two burglaries involving about £1,300, both at another school. The judge said: "It is quite impossible to say what effect these experiences will have upon the young girls for the rest of their lives. The rapes themselves are aggravated by the manner in which you carried them out, forcing young girls to have intercourse in various and different positions."

"You have been convicted on a previous occasion and sentenced to five years for the rape of a young woman. Your previous convictions for burglary and like offences are one of the longest lists it has been my misfortune to see."

Earlier Mr Slade was asked by the judge if he had anything to say and he replied: "The offences of rape are pretty horrendous, to say the least."

Union loses court case

The Civil Service Union's challenge to Ministry of Defence plans to use contract office cleaners instead of direct labour failed in the High Court yesterday.

Mr Justice Forbes ruled that there was no error of law in the Central Arbitration Committee's decision upholding the ministry's refusal to disclose certain

terms in tenders submitted by contract cleaning firms.

He dismissed a claim by the union that it was entitled to the information to enable it to carry out collective bargaining on behalf of its members under the Employment Protection Acts.

The union claim was made on behalf of 68 members at Rush who may be made redundant. It is considering an appeal.

Underground halted

The underground railway system in Glasgow was brought to a halt yesterday by a strike by 30 union members protesting over two men on the day of action being allowed to carry out their duties.

Prisoner dies

David James Whitaker, aged 20, collapsed and died in Buckley Hall detention centre, at Rochdale, Lancashire, yesterday while serving a sentence for assault, bodily harm and theft.

Court shorthand staff angry over tendering

By Lucy Hodges

A traditionally sedate group of employees, the court shorthand and reporters, are so angry about the Lord Chancellor's new system of organizing their work that they are talking about withdrawing their labour. That could bring the proceedings of the Court of Appeal in London and the crown courts on the Western circuit to a halt.

The dispute revolves around a new system of tendering announced by the Lord Chancellor's office, which the Conservative Government came into power, under which the firms of court reporters were invited to tender for work in different parts of the country.

A verbal understanding was reached by most of the companies that they would not poach on one another's territory and that they would put in bids for their existing jobs.

One firm, Baines and Company, of Weymouth, did not, however, agree to abide by this gentlemen's agreement. It put in tenders for court work it had not hitherto undertaken, and was granted the contract for the whole of the Western circuit.

That will not only mean that one company, Lloyd Woodland, which has been operating in Hampshire for the past 40 years, will have to close down but that other companies will have to shed employees.

That has so outraged the three other companies concerned that their professional association, the Institute of Shorthand Writers, has written to Lord Hailsham of St Marylebone to protest.

Mr Paul Sanders, who runs Baines and Sanders, said he would lose 60 per cent of his work and maybe 13 staff to Mr Baines. His firm was founded in 1861 by his great

grandfather and is the family firm of shorthanders in the world. "This is a completely new idea of ten against the will of the profession", he said.

Mr Sanders and his colleagues are also angry at the way in which the tendering carried out. Mr Barry J. principal of Baines and pany, tendered on the basis he would be picking up his rivals' notetakers if it was successful. "We this is completely unethical Sanders said. "That is proper tendering in the is understood."

The recommendation tender system came out of a study group set up by Lord Chancellor's office years ago. Mr Baines said it was to introduce competition into an industry which had been run unknown. "These older think they have a God right to keep this going expense of the taxpayer said."

His firm, which is on years old, has put in a tender because, he said, had kept its expenses at a minimum. "In this will not rock the count waste public money", he said.

Mr Baines said he refused to go along with gentlemen's agreements. He thought it was wrong would not be free to run the country", he said. B firm was giving an ass to all notetakers put c work by their employees that they would lose their jobs, and they would not be paid levels recommended by a statute.

Appeal for rehousing of elderly near relatives

By Pat Healy

Social Services Correspondent

Frail elderly people are being forced into institutions because too few councils will consider rehousing their near friends and relatives who could help, Age Concern said yesterday.

The organization is urging the 130 MPs in the Parliamentary Group for Pensioners to change the situation by amending the Housing Bill, due for report stage on Monday.

Only a quarter of local housing authorities are willing to rehouse elderly people from outside their boundaries for "social reasons", according to a Department of Environment survey published in January.

Yet moving them to accommodation near relatives or friends willing to offer support could enable old people to remain in the community longer, Mr David Ho director of Age Concern MPs in a letter re yesterday.

Mr Hobman is urging to amend the Housing Bill ensure that all local authorities set an annual of lettings to rehouse a people nearer relatives."

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Mercia sound on air

Mercia Sound, the independent radio station operating from Coventry, is to go on the air next Friday.

Ex-police chief dead

Mr Joseph Smalley, age a retired police chief's intendant, was found de his car at East Leake, No hamshire, yesterday.

MHA comes to Cumbria.. & breaks new ground

We build in Penrith in 1981 - if the first £100,000 is raised

For many years MHA's most northerly presence west of the Pennines has been at Lytham St. Anne's. We have now found a fine dwelling in an ideal 1/4 acre site in Penrith to help fill this gap. This project makes possible Homes consisting of 20 flats (doubles and singles), with staff accommodation and community facilities, and sparks off MHA's 'Have a Care for the Eighties' Campaign.

Please give a generous gift to launch this Penrith appeal. £100,000 is needed now as the first stage of this £400,000 project. Work will start in 1981, providing money is available.

Please send your gift to the Rt. Hon. George Thomas MP, 'Penrith Project' Methodist Homes for the Aged, Dept 1, Freeport, London SW1P 3BR.



MHA must double its caring capacity by 1980. Penrith is the first of its special 80's projects.

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QUALITY PAPER SEEKS WRITERS.

Three Candlesticks, a writing paper of substance, seeks letter-writers whose art transcends that of the "Yours in haste" school, lest the medium overwhelm the message.

Its crisp, laid sheets are available in two sizes and in White, Blue and Golden Maize, each sheet bearing the Three Candlesticks watermark date of 1649.



A WRITING PAPER OF EXCEPTIONAL QUALITY
BY JOHN DICKINSON.

ME NEWS

Handicapped and critics MP's 'despicable' remark

Broadmoor cases

abel Ferriman, Services Correspondent of the National Association of Mental Health, yesterday called the MP's "despicable performance".

William van Straubenzee, MP for Woking, attacked the organization and its director in an interview on Wednesday. An Straubenzee accused the organization of being irresponsible in the allegations on the mental health of Broadmoor by two former there and accused Mr. van Straubenzee, its director, of an IRA sympathizer.

Bingley, chairman of said his allegations were not based on the desire of the Government to give the grant it makes to the organization.

He was trying to undermine the integrity of Mr. van Straubenzee by allegations about his behaviour. He said that which is repeated outside the conditions of the grant would constitute a court action.

He had been asked to make outside the House and to feel this speaking to all.

Lady Bingley said van Straubenzee was in his parliamentary role for the staff at Broadmoor who were his constituents.

He said Broadmoor and in the staff throughout the health services, but in it to Mr van Straubenzee deeply committed and need for the welfare of those who are in it.

Mr Smythe categorically denied that he was an IRA sympathizer. He said that in 1967, as general secretary of the National Council for Civil Liberties, he had been asked by a number of groups in Northern Ireland to set up something equivalent to that organization over there. Subsequently the council had also sent neutral observers to some of the civil rights demonstrations there.

He added that successive governments had recognized the work of Mind by increasing its grant in real terms. Last year it had received a grant of £250,000, which represented 18 per cent of its total income.

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Dr Douglas Bennett, vice-chairman of Mind and a consultant psychiatrist, said: "This is a despicable performance for a man who is a representative in Parliament. It brings discredit on himself and on the office of MP."

Pay demand by prison officers

By Peter Evans, Home Affairs Correspondent

Prison officers meet at Hastings next week for the annual conference of their association with industrial action taken place in most prisons, though inmates are not always affected.

The reason for widespread grievance is above all the question of salaries. Officers' action in 1978 led to fears of a breakdown and the setting up of the May inquiry.

The limited action now is not as serious, but it is adding to stress on the system. With dissatisfaction remaining and prisons dangerously overcrowded with a highest ever population of 44,000, the Home Office will be waiting anxiously to see if the conference takes a hard line.

It is expected that there will be calls for a reduction in working hours, and motions about payment for unsocial hours call for big increases in pay.

Two seamen sentenced

Able Seaman Steven Carr, aged 19, an amateur boxer, of HMS Eastbourne, Rosyth, was dismissed the service and sentenced to a year's detention at a court martial at HMS Cochrane, Rosyth, yesterday.

He and his shipmate, Caterer Ian Ferguson, aged 18, admitted assaulting Leading Seaman Stuart Hepburn, of HMS Gurkha, Rosyth. Ferguson was also dismissed the service with a year's detention.

holiday firm offers 10 days' tour in China for £498

David Hewson, of Cosmos, the second largest holiday package tour operator, has specialized in holidays in Spain, announced yesterday that its latest package centre is China.

Yesterday's announcement by Cosmos emphasizes the vast difference between the prices charged for standard tickets by airlines and those it offers to tour operators.

WEST EUROPE

Last word not yet heard from French

From Charles Hargrove, Paris, May 15

The near unanimous decision of the French Olympic Committee to participate in the Moscow Games appears to have put an end to weeks of rather farcical hesitation and pusillanimous controversy.

It could be summed up, as one commentator put it the other day, by the search for a formula that would enable France not to take part in the games without in fact refusing to do so.

But the Olympic Committee's "frank and massive" yes to them, which merely confirms the stand it took on January 23, is not the last word on the matter. Without the approval of the Government, which holds the purse strings, no French team can travel to Moscow.

The Government and the Olympic Committee have been to one another ever since the beginning of the year. The first has maintained that the matter was entirely one of the committee. And the Elysée spokesman yesterday said the Government was not called upon to express an opinion: it was ready to make the necessary funds available.

But he added the substantial caveat that "there is a point beyond which the games would no longer be Olympic". The Government has no desire to see French athletes participate in what would in practice be a socialist "Spartakiade", and has been looking hard over its shoulder to West Germany, to see which way the decision of that Olympic committee would go.

Nothing is therefore yet played out.



Pro-Olympics but not a Moscow Olympics. Banners confront the Dusseldorf decision makers at yesterday's crucial meeting.

Admission of individuals to Olympics is nearer

Continued from page 1

as it became clear that the final decision would lie with the NOC, a long and nerve-racking debate began.

The 54 delegates were torn between the weight of public opinion—favouring a boycott—the aspiration of their sportsmen, their political beliefs, personal loyalties, and extremely eloquent arguments both for and against.

Harry Willy Damm, the president of the NOC and aspiring president of the International Olympic Committee, opposed the boycott, and until the end it was not certain which way the vote would go. Television broadcast the scene live all over the country as one delegate after another, mostly elderly but still fit-looking gentlemen, took the microphone at today's crucial meeting in Dusseldorf to plead passionately for or against participation.

West Germany thus becomes

the fourth Western European country formally to decide on a boycott, after Norway, Liechtenstein and Monaco. Britain, France, Finland, Ireland, Denmark, Sweden, Greece, Switzerland and San Marino have decided to go to Moscow.

Italy and Portugal's sportsmen are preparing and likely to go to Moscow but the West German decision is expected to influence The Netherlands, Belgium and Spain.

It will be the fourth time West German athletes have stayed away from the Olympic Games since they were revived in 1896 and the first time they did so willingly. Germany was barred in 1920, 1924 and 1948 after the two world wars.

Games go on: Officials of the Moscow Olympic Committee put on a brave face and said the West German vote would have no effect at all on the games. But Mr Vitaly Smirnov, deputy head of the committee, said he was disappointed at the move

which he said had plainly been made under pressure by the Bonn Government.

He added, however, that the games would open on July 19. Carter compliment: President Carter described it as a courageous decision. The committee, the West German Government and the people of West Germany deserved the admiration of everyone who believed in peace and freedom, his statement said.

Individual entries: The Moscow Games have not quite been knocked out for the count (UPI writes). Of the International Olympic Committee, which tried to persuade governments to change their boycott stance by dropping national flags and national anthems at the Olympics in a bid to remove politics, now has one ace left to play.

After the May 24 deadline for committees to accept or decline the invitation to Mos-

cow, the IOC will decide whether to allow individual athletes to enter the games if their NOC has boycotted them.

Lord Killanin, the IOC president, has frequently said that as far as he is concerned the athletes will always come first and national committees may now be bypassed. The acceptance of individual entries would cause a delicate political situation in many countries. In the United States, for example, several athletes have made clear they would wish to go while the White House has said their passports would be withdrawn if they tried.

Supporters of the Olympics will be happy that international politics have not floundered the Olympic movement completely. Although the Moscow games now may be remembered for the athletes who were not there rather than for those who were, Olympic leaders will hope to pick up the pieces at their major conference in 1982.

3 policemen shot dead in Spanish cafeteria

From Harry Debelius, Madrid, May 15

A gunman killed three members of the National Police Force in a crowded cafeteria, in the northern city of San Sebastián this morning. The Basque separatist organization (ETA) is suspected of being behind the killings.

The three policemen, all in uniform, were having breakfast after duty on the night shift, when the assailant, described as a man aged about 50, stepped up to the bar and ordered a drink. He then pulled out a pistol and shot the policemen. One of the officers managed to draw his gun from his holster, but died before he could fire it.

At least three people were killed and three seriously injured last week in political violence in Basque territory. The dead included two victims of the ETA, and a 17-year-old girl.

Antique watch missing at Geneva auction

Geneva, May 15.—An antique diamond-studded watch disappeared during transfer from a guarded case to the auctioneer's table in a Geneva hotel, the auctioneers said today.

A spokesman for Christie's said the watch, valued at about £20,000, was missing just before it was due to be sold yesterday. Police were investigating. It was unlikely that it could be resold in its present distinctive form. The diamonds on their own were not very valuable if the watch was broken up.—Reuter.

"British Steel has been performing technical marvels bringing its plants back into production."

SteelWeek—April 21.

Our friends in British industry have repeatedly asked us how the return to work is going. The international magazine *SteelWeek* of 21st April gave the answer:

"Since the strike, the British Steel Corporation has been performing technical marvels bringing its plants back into production cleanly and quickly. But it fears that it will be constrained by lack of demand from its customers."

The restart has been ahead of expectations. For instance:

The Redcar blast furnace started in 12 days; it was expected to take 3 weeks.
Almost all steel plants were making steel within a week.
Mill output records have been broken at several works.

We have been as good as our word. We said we would start delivering steel to our customers quickly and we have.

We at British Steel know that our business will not come back automatically.

We know that we have got to satisfy our customers if we are to get back their business.

We believe that industry is beginning to acknowledge that we are succeeding.

Why British Steel is your best buy today.

With the current high interest rates making it essential to keep steel stock levels as low as possible, British Steel is now the supplier that makes best business sense.

Our mills are, in most cases, only a short distance from your factories.

And we are better placed to accept last minute adjustments to your orders when this is necessary.

Moreover, as you have seen, everyone at British Steel is doing everything possible to make your steel and get it to you quickly.

We cannot promise that there will never be problems.

Nobody can do that in a business the size of ours.

What we can promise is the will and the determination to serve our customers.

All we ask of British industry is the opportunity to demonstrate it.



British Steel Corporation

Government able to 'BBC'

people realize that the government has a right to ban programmes, Sir Michael, chairman of the BBC, said in an interview to be shown on Granada Television area and in the London area today.

He said the only comeback we can make is to say that we can publicly say what we think is not this.

Interview is the first in a series, *Public Office*, will also feature Sir Peter, chairman of British and Lord Hallam of St. Johnstone, the Lord Chancellor.

Michael, who leaves the chairmanship in July, says that government has never in 50 years exercised its right to tell the BBC what to put on or take off. He thinks it is not a bad idea to have in the back of the mind.

They did not have it I think they might be leaning on it. I can always say to them, 'Well, you have got to get of banning this if you have said it once or twice actually.' Sir Michael not go into details.

extension and ministers try to influence the BBC editorial matters as much as they believe, he says. "I do not think I have seen the Minister on average more than once a year since I have been chairman and even the Secretary, who does not come to us about editorial matters but administrative ones. I do not see very often."

He said there are more about language than about sex and ice, he does not think, in of the eternal verities, and language matters quite such as "going wrong" on a violence.

He said they use language in people outside London, such less ready to accept, Michael says. They have a very difficult time between being funny and serious and equally letting rip, and I think in all they do a pretty good job in this, but we encourage to take a rather firmer about bad language. But these things slip back

WEST EUROPE

Sunshine and impending exams check Paris student violence and isolate professional 'wreckers'

From Charles Hargrove
Paris, May 15

Those looking back with yearning to May, 1968, and the minority of professional 'wreckers' among the 800,000 students in this country had reckoned without the sunshine and the Ascension Day holiday today, not to mention impending examinations.

It has as effectively checked the escalation of violence provoked by the accidental death of a demonstrator at Jussieu, one of the Paris universities, as did the Whitson weekend, which put an end to the students' revolution 12 years ago.

A big display in this morning's press of masked men in crash helmets hurling home-made bombs and sundry projectiles at the police conjured up familiar reminiscences, and sent a shudder down readers' spines before they took to the country or to the sea.

But for 48 hours, the situation was tense, and the clashes yesterday on the fringes of the protest demonstration by up to 15,000 students against alleged discriminatory measures affecting foreign students were fierce and destructive.

The riot police were battling with so-called 'autonomous' groups of 200 to 300 trouble-makers, half students half rockers, anarchists at heart intent on causing maximum destruction and disorder.

Apart from the trail of broken shop windows, damaged or burnt-out police vans and private cars, which they left behind them between the Jes-

sieu campus and the Invalides, 45 policemen were injured, 140 persons were detained for questioning and 21 were charged with illegal possession of weapons, looting, arson and assault with a battery.

Small groups of young people kept up harassing tactics against the police throughout the night, and some entrenched themselves in the campus itself.

During yesterday's demonstration, it was clear that the overwhelming majority of those taking part strongly disapproved of the 'wreckers', and the organizers clashed with them on several occasions in an attempt to cut short their attempts to cause trouble as the marchers moved along the Left Bank. Thanks to their efforts, it remained orderly on the whole.

But even newspaper reporters on the spot, with little sympathy for the excesses of the situation, described the attitude of the police as unnecessarily provocative, with a display of force and an unnecessary liberal use of tear gas grenades which could have been avoided by a more sympathetic attitude among the 'uncontrolled elements'.

Unlike 1968, when the Government was hamstringed in its efforts to deal with a deteriorating situation by the sympathy of the public for the students, there has been nothing like it on this occasion.

The average Frenchman is fed up with years of sporadic unrest in schools and uni-

versities; he is obsessed with the fight against delinquency, crime and terrorism, and is pathologically thirsting for law and order. The Government knows this.

M. Christian Bonnet, the Minister of the Interior, touched the right chord when he told the National Assembly yesterday: 'You want firmness, and you shall have it. There is no privilege of immunity which can be objected to the police acting against those caught in the act.'

The Government cannot tolerate that under cover of interminable studies, some elements should try to slip into our country to pursue activities which have only a remote connexion with those of foreign students.

The minister pointed out that there were five times as many foreign students in France as in the United States, and 10 times more than in Russia. Out of the 800,000 registered students, 160,000 are foreigners.

'The real students are always welcome here. France wants nothing to do with the others,' he told a Republican Party meeting earlier this week.

He went on to emphasize that the language test for foreign students instituted by the decree of December, 1979, which is at the root of all the trouble in the past months, was no luxury since '30 per cent of the foreign candidates to French universities are incapable of writing two lines of French without making 17 spelling mistakes'.

OVERSEAS

Warning to skippers as US acts on Cuba exodus

From David Cross
Washington, May 15

The authorities in Florida today started to enforce President Carter's new decision to halt the flotilla of small boats bringing thousands of Cuban refugees to the United States.

American Coast Guards began warning skippers that they risked fines and other penalties, including confiscation of their vessels, if they returned to Key West with more refugees. The first arrests were expected today as the flow of refugees continued.

In nearby Miami, where many Cuban-Americans live, the Administration opened a family registration office to begin collecting names of Cubans with relatives in the United States, who qualify for entry. Only those refugees, along with political prisoners and people who have taken refuge in the American and Peruvian missions in Havana, will be allowed to enter the United States.

The new policy depends on cooperation by the Cuban authorities. President Carter said the United States would insist that screening of potential emigrants must take place in Cuba rather than in the United States at present. He had no assurance that President Castro would agree to such terms.

If the Cubans cooperated the United States would provide aircraft and ships to bring qualified refugees to the United States.

Since the flotilla began ferrying Cubans some three weeks ago, about 39,000 have arrived in the United States.

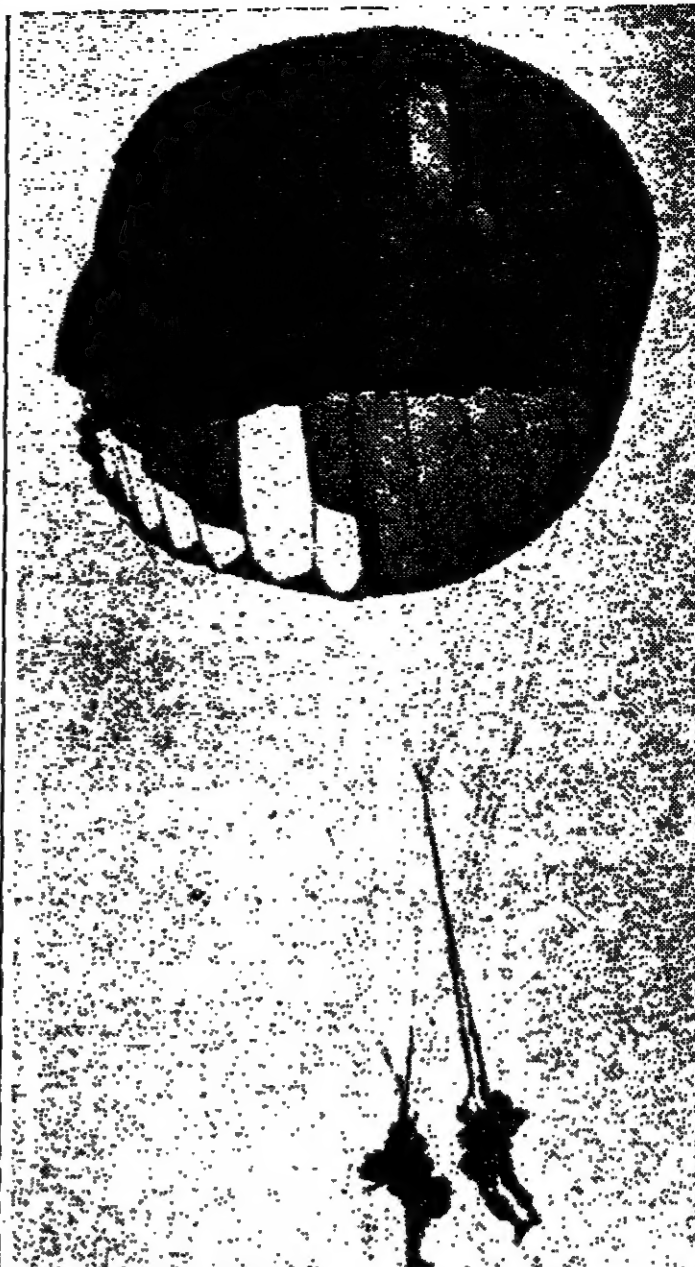
The new programme for dealing with the refugees is the third in as many weeks. The latest change of heart is due to a number of factors, not least of which is growing opposition in Congress and elsewhere to a seemingly endless flow of immigrants when the country is entering a recession.

There has also been concern in the Administration about the deaths during the voyage. At least seven refugees have died at sea. Three were discovered dead today, poisoned by fumes in the hold of a boat which had landed at Key West.

Since the exodus began Mr Carter and his advisers have been hoping that the problem would disappear. But, as the numbers of refugees grew it became clear that some action had to be taken to control the flow.

Press strike spreads

Sydney, May 15.—A strike by journalists protesting against the dismissal of 27 sub-editors for refusing to use electronic equipment spread to Perth, Hobart and Adelaide today, affecting the production of most of Australia's main newspapers.



A tense moment for two women as their parachutes become entangled over Fort Bragg, North Carolina. They landed safely.

Iran swept by fear of US-organized coup

From Tony Alloway
Tehran, May 15

Fears grew in Iran today that the United States is planning to overthrow the Government here by an internal coup.

Last night President Abolhasan Bani-Sadr said that 96 American agents had been landed in Iran to direct a campaign of subversion.

Today a statement by the Islamic Republic's religious leader, Ayatollah Khomeini, predicted that a coup, ostensibly in support of the Ayatollah Khomeini but in fact led by 'American mercenaries', would be launched against the Islamic republic soon.

Statements by the mujahedin, a group closely affiliated with the clergy-backed Islamic Republican Party (IRP) and with many of the Revolutionary Guards, are usually disregarded as little more than rhetoric. But a leftist political source who read today's message said the statement was 'extremely significant. They seem to know much more than they are saying.'

Reprinted in the IRP newspaper, the statement under the headline 'Full alert to the Muslim people to confront American coup', the statement said that a fifth column of 'internal American mercenaries', Freemasons, British intelligence agents and the Israeli Mossad security service were involved in the plot.

The coup would be in the name of saving the Islamic Revolution, but would immediately be followed by another overthrowing of the Islamic Republic in a manner as Indonesia.

The statement said it would be launched by foreign agents in the Army, some of them at high command levels, and former SAVAK (secret police) agents in the country. The security forces and population needed to be on the alert.

Amidst the many rumours of coup plots in recent weeks, it has been frequently postulated that any attempt to seize power would have to be made in the name of the ayatollah, who still commands the loyalty of the vast majority of Iranians.

Warning the people that the atmosphere in Iran resembled that before the 1953 coup which brought the Shah back to power, the statement urged the security forces to arm ordinary Iranians and form cells based on local security committees or mosques. It also called for surveillance of 'suspicious developments in the Army'.

The mujahedin also repeated an earlier call to the left to cooperate with Islamic groups in confronting the 'plot'.

It warned members of the ruling Revolutionary Council 'who are not fully in (Ayatollah Khomeini's) line... to avoid any differences and splits'.

Some political observers saw the statement as another element in the IRP's attempt to achieve unchallenged dominance of Iran's political scene.

More tombs to fall: Having demolished the tomb of the Shah's father, the Islamic judge Sadegh Khalkhali has announced that three more mausoleums near Tehran are to be destroyed. They house the remains of Razmara, the Shah's uncle, and two of his military colleagues, Babanian and Lashgari.

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Concern over foreign policy failure Handicap to Carter prospects of election

From Patrick Brown
Washington, May 15

President Carter's handlers (a term of art meaning those whose job in life is to work for his reelection) are seriously worried that his lack of success in foreign affairs will lose him the election.

Mr Cyrus Vance's resignation as Secretary of State was a blow for the President, despite the acclaim for the new Secretary, Mr Edmund Muskie. How much of a blow showed through last Friday, when Mr Carter left the Rose Garden to campaign for the first time since the American diplomatic crisis in Tehran was taken hostage. He was asked about the change and his fears and resentments suddenly broke through his usual self control and discretion.

He was astonishingly and tactlessly rude about Mr Vance. 'My hope is that Ed Muskie will play a somewhat different role than the one Secretary Vance played,' he said. 'Because of the difference in background, temperament, and attitude.' He could not stop himself. It all came pouring out.

I see Muskie as being a much stronger and more statesmanlike senior citizen figure, who will be a more evocative spokesman for our nation's policy, not nearly so bogged down in the details of administration as the State Department, perhaps not quite so bogged down in the details of protocol like meeting with and handling the visits of a constant stream of diplomats who come to Washington.

Mr Carter is clearly out of practice. When he has been on the campaign trail longer, he will better to curb his tongue. Last Friday, he said what he really meant, and everyone was

President Carter seems to believe that the chief job of the Secretary of State is to be 'an evocative spokesman of our nation's policy', not to waste his time with visiting diplomats, whose business here is purely protocol. The visiting diplomat Mr Carter and Mr Muskie had seen most recently was Lord Carrington, and indeed, they accorded him very little time, perhaps an hour between them.

Traditionally, Secretaries of State do not indulge in electoral politics. Mr Carter, it would seem, does not attach much importance to that tradition and wants Mr Muskie out on the hustings 'evoking' the many successes of the President's administration. He may be disappointed.

For the moment, though, the damage is the revelation of his conception of the role of a Secretary of State, and his relegation of diplomacy to a matter of protocol.

Mr Carter has a fine sense of the effect that symbolic justice

can have on the American psyche. He walked to the House on the day of his inauguration, he sold presidential yacht, and addresses the nation sweater to show that he is a man, and even often it shows through.

As Tito lay dying, there some discussion in the G ment whether Mr Carter attend the funeral. The Department and the A sador in Belgrade advised him to go. The it would be a gesture of r for the Yugoslav people would be much appreciate would pay dividends in the petition for Yugoslavia's allegiance.

President Carter decided to go. It was a serious bl as The Times pointed out it was compounded by Carter's decision to see mother. As world dign ities gathered to bury the President and the Am First Mother were fou occupy a low position i order of protocol. Geor as we have seen, think pr a waste of time.

Now, so far as the elect concerned, the voters ar going to care very w hat Mr Carter has done. They do and have already acted Mr Carter is no longer asti so highly as were his c cessors.

The trouble is that Euro have a low opinion of Carter's abilities, and opinions have become l here. If Mr Carter were successful or more popula electorally would rally ar As it is, however, that European doubts, people less confident about the dent. As well as the bu of the Iran crisis and economy, the President h add an international repu for incompetence.

Opposition deputies stoos since defection.

Before driving to the l dental Palace, where received the good wishes o Government, the Oppos foreign ambassadors, state nitaries and members of l lament, President Karam Constantine Tsatsos, former President, in his l of resignation to Parliar invoked 'critical internat circumstances and grave l lnesses' from Sp to explain he was relinquishing his almost six weeks before expiry of his tenure.

The manner in which Tsatsos comported hi during his term of offi widely acclaimed.

Mr Constantine Karamam is was inaugurated today as President of Greece, with a solemn oath-taking ceremony in Parliament.

Archbishop Seraphim, the Greek Orthodox Primate, re splendent in his gold-braided stole, administered the oath to the new President who, evidently moved, placed a firm hand on the Gospel. He pledged to defend the country's independence and integrity, protect the rights and liberties of the people and serve their progress and well-being.

Strong applause and cheers followed the new President as he left the chamber. The

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Basque climbers reach summit of Mount Everest

Bilbao, May 15.—An expedition of Basque mountain climbers has scaled Mount Everest, planting the Basque flag at its summit, according to a reliable source here.

Señor Martin Zabeale, aged 39, a native of the village of Hernani near Spain's border with France, was reported to be the first to the top, accompanied by Paal-Temesa, the Nepalese Sherpa guide.

The expedition was mounted by 12 people who left Spain for Nepal in February. It is the twentieth expedition to have succeeded in reaching the peak of the world's highest mountain. The first expedition, under Sir John Hunt, achieved success on May 29, 1953, when Sir Edmund Hillary of New Zealand reached the summit with Sherpa Tenzing.—Agence France-Presse.

President unhurt

Dakar, May 15.—President Sekou Toure of Guinea escaped unhurt from an assassination attempt carried out with a hand grenade, Conakry radio said. One person was killed and 30 others injured in the attack.

Strasbourg Tories yielding to 5% on farm prices

By David Wood

More than a little startled by the Chancellor of the Exchequer's frank reference to the possibility of Britain's withdrawal from the EEC as a last resort, Conservative members of the European-Democratic group were moving in London yesterday towards a reluctant acceptance of a 5 per cent increase in Community farm prices.

In return, they would expect a settlement soon on Mrs Thatcher's demand for a broad balance between what is paid into the Community and what is drawn out. Mrs Margaret Thatcher rejected the 5 per cent increase as part of the package offered her at the Luxembourg summit last month.

Meeting to prepare for next week's plenary session of the European Parliament in Strasbourg, Conservative MEPs first heard Sir Geoffrey Howe, Chancellor of the Exchequer, and then Lord Thorneycroft, chairman of the Conservative Party. Sir Geoffrey is said to have left no doubt that a budget settlement was the European priority this year.

This issue will arise next Wednesday when Signor Emilio Colombo, the Italian Foreign Minister, and president of the Council of Ministers, makes a statement to the Parliament on the foreign ministers' moves to break the deadlock on British demands for budgetary justice and the countervailing demands of the EEC for a 5 per cent general farm-price increase.

At yesterday's group meeting MEPs told Lord Thorneycroft that there must be much closer cooperation between themselves and Westminster MPs. There is undoubtedly a fear among the Strasbourg contingent that Mrs Thatcher and the Government are setting themselves at the head of a national movement against membership of the Community.

Two of the most distinguished women in European politics have an early opportunity to meet—Mrs Thatcher and Mme Simone Veil, President of the European Parliament. Mme Veil is visiting Britain on June 5 to receive an honorary degree from Cambridge University, and moves are being made for her to see Mrs Thatcher at 10 Downing Street.

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Lord Carrington sceptical about Kabul proposal

Continued from page 1

powers at their meeting in Vienna this weekend.

Mrs Thatcher, in the Commons, said: 'We observed the proposals about Afghanistan which came out this morning. They were not really very different from those which had been previously published on April 11.'

OVERSEAS

Hebron still simmers with anger of Jews and Arabs

Christopher Walker

May 15—The mounting anxiety from Israeli politicians this morning under strict remained under strict today—the twelfth day of the Palestinian ambush killed six Jewish settlers. yet, there is no sign that imposing Israeli military force has done anything but nearly contain the spiral violence between Arabs and Jews. Nor has it been in tracking down the lists, who launched the

are very fearful about will happen if the curfew is lifted. Mr. Yosi, secretary of the committee which runs Kiryat Arba, spreading Jewish settlements on the outskirts. "Our are very angry, and we are saying what a small city might try to do to the people if they get the. They think that they not been properly

Soft-spoken men with a of a skunk on top of his back, Mr. Weiner is one of Kiryat Arba's inhabitants. But today was no mistaking his

"As a minimum consequence, the number of Jews in Kiryat Arba should be increased punishment," he declared. "Arabs are happy now they think they have way with it."

contrast, politicians and members of the self-Israeli Council for Israel-Peace believe that the Arab residents of Hebron, already been too severely punished by the rigorous curfew, the imposed on the town. This week, a convoy from east Jerusalem, carrying emergency rations to Hebron, was turned back on the of the Israeli military. The authorities

Rabbi is suspected of planning reprisal

Jerusalem, May 15—Rabbi Kahane, a fanatical Israeli nationalist, was remanded in custody today for investigation into allegations that he plotted armed vendettas against Arabs in occupied territory. A Jerusalem district court for five hours to consider application by Israeli officials for the detention of Kahane and another man, as Baruch Green. The was not made public, were official details of the case provided. The court have said that the two planning an armed attack on the West Bank of Hebron to avenge the of six Jewish settlers by Palestinian gunmen weeks ago. Rabbi Kahane is reported to

Trudeau speech triumph at end of Quebec campaign

Patrick Brogan

real, May 15—The Quebec referendum campaign is now in the home stretch, at a stage when people heard every argument and wordly sick of the whole mess.

Pierre Trudeau, the Prime Minister, there achieved a great personal triumph yesterday evening by doing a large crowd gathered for his last speech of the campaign. A striking performance, the old Pierre Trudeau, justice and a single stirring oratory he delivered to the general election sign. If Quebec voted No Tuesday, he said, and thus the Parti Québécois proposal for sovereignty, the Federal Government would immediately begin negotiations with the province to amend the constitution.

alternative, a victory for René Lévesque, would lead to a new state, because the provinces, not to mention Trudeau and his government, would refuse to state his proposed new relationship.

General Grigorenko tells of Soviet wave of arrests

Caroline Moorehead

More than 80 dissidents have been arrested in the Soviet Union in the last six months, according to General Pyotr Grigorenko, the highly decorated former Soviet officer now in the United States who is visiting London this week. The same time the conditions under which dissidents are being held in prison are being made harsher, with diets and frequent spells of punishment. Those sentences are expiring being charged with "anti-activities" and given ones. There has been nothing on a scale for a very long time.

General Grigorenko has come to London to publicize the of these dissidents, whose lives have deteriorated since the Soviet invasion of Afghanistan and in the up to the Olympic Games.

have denied allegations by two Jewish Knesset members that the Hebron Arabs are being deliberately starved and ill-treated, but flatly refuse access to check the allegations.

This morning, together with another British reporter, I was angrily turned back by heavily armed Israeli troops after we had passed unnoticed through one roadblock and were driving towards the central market area. A strip of pink paper authorizing the curfew was waved at us and we were threatened with immediate arrest.

On the flat roofs of surrounding houses, snipers of Arabs could be seen staring down resentfully at Israeli soldiers in full combat gear patrolled the empty streets in the town.

One officer explained that the Arabs were now permitted to leave their homes for two hours every day to buy food, but it was impossible to investigate Arab claims of serious shortages.

Inquiries about the length of the curfew might last were greeted with shrugs. In the past, reporters have often been permitted to enter curfewed areas, but because of the grave nature of the present security crisis on the West Bank this facility has been withdrawn.

Elected Arab mayors have also been warned about the severe consequences which will face them if they talk to the press and a number of foreign reporters have been briefly arrested.

The increased sensitivity of the authorities is at least partly explained by the unenviable dilemma which now faces them in Hebron. Any lifting of the curfew is regarded by most observers as certain to result in more violence, yet maintaining it is fuelling both local Arab and international resentment.

Former minister and fish-and-chip shop manager leads Uganda

Mr Muwanga is a master of political survival

Kampala, May 15—The civilian at the head of Uganda's military coup is a rotund man with spectacles who has been an ambassador, a government minister and, in between, a fish-and-chip shop manager in London.

Mr Paulo Muwanga has suddenly caught the world's attention as chairman of the military commission which proclaimed itself the executive power in Uganda, defying President Binaisa who insists he still controls the country.

Associates who have known him for years say he is Machiavellian and pragmatic, "like someone out of Shakespeare—a combination of Falstaff and the Prince". Mr Muwanga, now in his fifties, has played a role in every Government Uganda has had since it gained independence from Britain in 1962.

In 1953 and 1954 he was a member of the central executive of Uganda's first political party, the Uganda National Congress.

Mr Muwanga then left the stage for a time, but reappeared in the 1960s as an official in Dr Milton Obote's Foreign Ministry.

When the Organization of African Unity (OAU) held a summit conference in Kampala in 1975, at the invitation of President Amin, who had by then ousted Dr Obote in a military coup, Mr Muwanga was head of protocol.

Shortly afterwards he became President Amin's ambassador in Paris but like many other Amin representatives the time came when he thought he could not survive much longer. He fled to London.

For a time Mr Muwanga ran a chain of fish-and-chip shops in Bromley.

Eventually he returned to Africa and joined the group of exiles around Dr Obote in Dar Es Salaam.

Mr Muwanga was appointed Minister of Internal Affairs in the new cabinet under President Yusefu Lule. He had the tough



Mr Paulo Muwanga: A role in all Ugandan governments.

job of re-creating a police force and establishing law and order after the war.

Soon after taking office President Lule, a conservative elder statesman, was in conflict with

Mr Muwanga whom he described as a representative of former President Obote. Last June President Lule reshuffled his cabinet, dropping Mr Muwanga. But the reshuffle led to Mr Lule's downfall and he was replaced by President Binaisa.

President Binaisa reinstated Mr Muwanga as Minister of Internal Affairs but earlier this year he moved him to the less sensitive post of Labour Minister.

Mr Muwanga had played only a small part in government affairs until he emerged as chairman of the military commission of the ruling Uganda National Liberation Front to challenge President Binaisa.

He is one of only two civilians on the military commission, but so far he appears to be the presiding figure. President Binaisa, meanwhile, remains in his residence at Entebbe surrounded by Tanzanian guards, according to travellers, and is in telephone communication with Kampala, through aides.—Reuter.

Threat to ban British Lions angers whites

From Frederick Cleary Salisbury, May 15

Zimbabwe's whites are angry at a Government suggestion that the British Lions' rugby visit to Salisbury next month should be called off. The team is due to play a Zimbabwe national side on June 10 but Mr Cephas Maipa, the Deputy Minister of Sport, issued a statement to The Herald newspaper last night saying such a visit would be "inappropriate and an embarrassment to this country".

The statement added that while sporting teams from abroad were welcome the Government would not consider teams that treated Zimbabwe as part of South Africa and this was how the Lions treated Zimbabwe on this present tour.

The minister emphasized that the suggestion in no way affected Zimbabwe's overall policy on sporting links with South Africa. The Cabinet had still to make a decision on this matter.

The Zimbabwe Rugby Union was advised to call off the game. Mr Desmond van Jaarsveldt, the president of the Rugby Union, tried immediately to arrange a meeting with Mrs Teuri Ropa Nkhomo, the Minister of Sport, who only recently told him that the Lions match had the blessing of Mr

Robert Mugabe, the Prime Minister.

The rugby official was told he could not see the minister until Monday. Should the game be called off it will have a demoralizing effect on most whites who, like South Africans, have a passion for rugby.

What is puzzling is the proposed ban of a British team. Had it been a South African side it might have been understandable. One irate white remarked: "If Prince Charles can come here why not Billy Beesmont?"

The Government has spent about \$5(Rhodesia)10m (£7m) paying wages to about 30,000 members of the Zania and Zipra guerrilla armies. Still based in about 13 assembly camps since the Lancaster House ceasefire agreement was signed at the end of last year, the guerrilla troops are receiving \$5(Rhodesia)100 (£70) a month backdated to March.

Last month, Lord Soames, the former Governor, authorized \$5(Rhodesia)35m in a supplementary vote. A total of \$5(Rhodesia)10m was earmarked for "associated forces".

The Joint High Command did not want to pay the guerrillas so much money—the same rate of pay as a private in the regular Army—but was overruled by the Government.

Mexican leader in Portugal

Lisbon, May 15—President José López Portillo of Mexico arrived in Lisbon today for a 24-hour visit and talks with Dr Francisco Sá Carneiro, the Portuguese Prime Minister.

Senor López Portillo, who is accompanied by several ministers, begins an 11-day official tour tomorrow of France, West Germany, Sweden and Canada.—Reuter.

No army take-over in Uganda, new leaders say

From Our Correspondent Nairobi, May 15

Leaders of the coup in Uganda said in Kampala today that it was not an army take-over. Members of the military commission of the ruling Uganda National Liberation Front, led by Mr Paulo Muwanga, who was Labour Minister in President Binaisa's cabinet, had decided they must

act against what they regarded as arbitrary and dishonest rule.

Mr Muwanga gave this explanation when he along with other members of the military commission, addressed permanent secretaries of government ministries and other senior officials at the conference centre in Kampala.

There was no direct news of Mr Binaisa today but he was

believed to be still in the State House at Entebbe.

President Nyerere of Tanzania is understood to have instructed his own military forces in Uganda to ensure that Mr Binaisa does not fall into the hands of the group which has unseated him.

President Nyerere is anxious to ensure that there is no repetition of the events in Liberia,

Officials present at the closed-door meeting in the conference centre said Mr Muwanga was accompanied by Mr Yoweri Museveni, the Minister of Regional Cooperation, and by three army officers—Major-General Thio Okello, the army commander, Brigadier David Oyite-Ojok, to chief of staff, Colonel Maruru.

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OVERSEAS

Troops guard central Seoul as 30,000 students fight police

From Jacqueline Reditt
Seoul, May 15

Armed troops moved in to guard central streets and key government buildings in Seoul today, for the second day running, because of huge student demonstrations.

Lines of soldiers and dozens of armoured troop carriers took up positions around the building which houses the Government offices, sealed off entrances to the presidential residence, the Blue House, and closed the main boulevard leading to the city hall.

They turned back traffic and pedestrians and caused a city-wide traffic jam.

About 30,000 students gathered at the central railway station throughout the afternoon and riot police, using pepper fog and tear gas, were unable to prevent them moving along the main avenue.

One group of students commandeered a police bus and drove it through two lines of police, seriously injuring several of them. Another group set fire to an armoured police van which was spraying pepper gas into the crowd.

Earlier, students from three universities in Seoul, fought with police and broke through the cordons they had set up around campuses. In the southwestern town of Kwangju 10,000

students clashed with police and hurled stones at them as they marched through the town to demonstrate in front of the municipal offices.

So far, the troops have not taken any action beyond sounding frequent sirens to warn people to get off the streets and perhaps to deter the incoming students.

But since early morning the centre of Seoul has been heavily guarded by hundreds of riot police who have commandeered dozens of city buses to bring in extra forces.

The students want the immediate lifting of martial law, imposed last October after the assassination of President Park Chung Hee, and for democratic reforms.

One student leader said their present action was on behalf of the general public who were too timid to fight for their rights.

The students have called for the resignations of Mr Shin Hyon Hwak, the Prime Minister, and newly appointed Korean Central Intelligence Agency Chief, Lieutenant General Chun Doo Hwan, but have not mentioned President Choi Kyu Hah because, as one student explained, they consider him a mere puppet of the other two and therefore of no importance.

British captain shot dead by pirates

Manila, May 15—Pirates attacked a container ship today and shot dead the British master after demanding money, authorities said today.

One of the ship's 38 crew was wounded when the five pirates opened fire on Captain Arthur Dyason, aged 63, of the 10,000-ton Oriental Ambassador after boarding the vessel at about midnight yesterday.

The ship's agent said Captain Dyason was shot three times after apparently refusing to hand over money. The attack occurred while the Oriental Ambassador, on its way from Manila to Taiwan, was anchored near the entrance to Manila Bay.

Officials said the ship, owned by the Oriental Overseas Container Lines, based in Hong Kong, left Manila yesterday but

sought shelter from bad weather.

Pirates on a fishing boat forced their way on to the ship, rushed to Captain Dyason's cabin and demanded money.

"I think he refused to give them the money," a spokesman for the agents said. "One of the crew said the captain sort of moved as though he was going to parry a gun pointed at his neck and the pirates probably thought he was going to fight so they shot him."

The pirates fled after the shooting, apparently without taking anything. The ship was brought back to Manila and is to carry on to Taiwan tomorrow.

The wounded man was Mr Lee Kwong, aged 20, a junior engineer from Hong Kong. His condition is not serious—UPI.

Confusion in murder case after plea bargaining

From Ivor Davis
Phoenix, Arizona, May 15

In June, 1976, Mr Don Bolles, an investigative reporter with the Arizona Republic newspaper, started his car, and set off a bomb. Eleven days later he died from his injuries.

There was national indignation over the crime. Mr Bolles, it turned out, had been assassinated because he had written a series of stories linking criminals and respectable businessmen to a dubious land sales scheme.

Police arrested Mr John Adamson, aged 36, a greyhound breeder, who allegedly confessed to planting the bomb in Mr Bolles' car. Instead of pressing for the death penalty, prosecutors allowed him to plead guilty to a reduced charge of second-degree murder and he was sent to prison for 20 years.

He was shown leniency because he promised to become the prosecution's main witness against his alleged accomplices. His testimony led to the conviction of Mr James Robinson, aged 57, a plumber, and Mr Max Dunlap, aged 51, a contractor, who were sentenced to death.

Today, after a series of bizarre legal twists, Mr Dunlap is free on bail and his co-defendant is serving a sentence for a minor offence. And Mr Robert Corbin, the Attorney General of Arizona, is trying to re-try Mr Adamson, for Mr Bolles' murder. This time he is going to recommend the death penalty.

The case illustrates the sometimes hazardous side-effects of what can happen when prosecutors and criminals get involved in the common American legal practice known as "plea bargaining".

In February the Arizona Supreme Court had overturned Mr Dunlap's and Mr Robinson's convictions on technicalities.

Therefore they will also have to be re-tried. But Mr Adamson says he will not testify in a new trial, and that he fulfilled his part of the bargain in the first trial.

Mr Corbin filed new murder charges against Mr Adamson because of his refusal to help the prosecution.

This week Mr Adamson's lawyers asked the Supreme Court to quash the new charges. The case will be heard at the end of the month.

State funeral for rehabilitated Chinese leader

Peking, May 15—A funeral ceremony here on Saturday for President Liu Shaoqi who died in 1970, will be held in 11 years' time.

Mr Liu was rehabilitated by Mao Tse-tung's successors. An official statement today said foreign diplomats and journalists would be barred from attending the event which will be screened live by Chinese television as the funeral of Chairman Mao in September, 1976.

Liu was President of China before his disgrace during the Cultural Revolution. He died in detention in Kaifeng, in central China, on November 12, 1969, of an untreated illness.

At the time of his disgrace, Liu was the most serious rival with whom Mao had to contend. On February 29 of this year, he was formally rehabilitated as a "great Marxist" in a complete turnabout by the Chinese Communist Party's Central Committee—Agence France Presse.

Koreans honour inventor of the ironclad

From Richard Hughes
Hongkong, May 15

Koreans this month celebrate the 435th birthday of Admiral Yi Sun-Shin, who invented the turtle-ship, the first ironclad.

With his invention he was able to crush the Japanese Hideyoshi invasion in 1592, but was killed on board an armoured ship.

The turtle-ship was a galley, decked with iron plates to protect the rowers and armed with an iron ram shaped like a turtle's head.

The Japanese had a strong force, but no artillery capable of damaging the turtle-ship. Admiral Yi completed the secret construction of his ships in April 1592. He met the invaders in May, June and July, sinking a total of 177 ships.

The Japanese called off the operation and sought a peaceful settlement.

He was buried in western Korea. In 1967 a shrine was erected.

India in talks with China

From Kuldip Nayar
Delhi, May 15

A senior Indian official from the Foreign Ministry is visiting Peking to clarify the soundings China has been making to improve relations with India.

Mr Huang Hua, the Chinese Foreign Minister, has said he would like to visit India in the near future and Mr Eric Gonyalves, the Indian official, will finalise the trip.

Mrs Indira Gandhi, the Prime Minister, and Chairman Hua Guofeng, met in Belgrade during President Tito's funeral. It

was their first meeting and they are reported to have emphasised the need to create the climate for a gradual restoration of friendly relations. Mr Gonyalves wants to discuss in Peking how the ice can be broken between the two countries who went to war in 1962 over the border dispute.

Chairman Hua is believed to have said that India could play an important role towards peace and stability in the region— which is in sharp contrast to China's previously critical attitude towards India.

FOREIGN REPORT

Spain's malaise poses stern challenge for hard-pressed Señor Suárez



Señor Adolfo Suárez, the Spanish Prime Minister, faced with growing party dissension

"I don't think anybody in the UCD is capable of breaking up the party to form a government with other parties," Señor Adolfo Suárez, the Spanish Prime Minister, said recently in one of his rare meetings with journalists.

There are those in the UCD (Centre Democratic Union) who would disagree, and as a result Señor Suárez now faces the most serious challenge of his political career.

Never has his popularity been lower since he burst on the scene as the bright young technocrat determined to dismantle the structures of the Franco dictatorship and replace them with democratic ones.

Spaniards are concerned: nothing seems to be going right. Political violence is much more commonplace than under General Franco. Crime rates are going up; unemployment is unofficially estimated at 10 per cent and rising; the inflation is running ahead of official expectations.

The courts continue to convict Spaniards for "crimes" of opinion and there are still frequent allegations of police brutality; the central Government is dragging its feet on promised home rule; there is virtually no economic policy and foreign policy is confusing if not ambiguous.

Spanish fishermen are constantly being arrested in neighbouring fishing grounds; Frenchmen burn lorries full of Spanish fruit and vegetables with alarming frequency; the graphs of the stock market and investment keep pointing downwards.

In short, in the words of Señor Josep Tarradellas, the outgoing president of the Catalan home-rule government, Spain is sad. There is lack of faith, of confidence. There is no goal.

The lack of faith and confidence is so severe in Señor Suárez's own party that it forced him to shake up his Cabinet recently, and not even then has he been dissident "families" of the UCD into harmony.

Disillusionment is evident in the poor showing that the ruling party made in recent regional elections, but it is so widespread that it also cuts deeply into the potential votes of the opposition Spanish Socialist Workers' Party, led by Señor Felipe Gonzalez, an Andalusian lawyer.

Undoubtedly the Prime Minister's "old style of governing", as his opponents within the party call it, has managed to do with the sense of let-down. Trained as a promising government official under General Franco, he became the political protégé of the grey eminence

of the regime, Admiral Luis Carrero Blanco. He learnt public administration in a school where there was very little emphasis on the public.

In the "old style", he seldom makes a public appearance, rarely grants interviews (and as often as not, when he does, it is with foreign news media), hardly ever appears in Parliament and avoids making statements which might commit him on specific issues.

General Franco cloistered himself inside the gloomy El Pardo Palace. Señor Suárez barricaded himself inside the well-lighted Moncloa Palace.

Among his lukewarm or now disaffected supporters are those who feel that he leans too far to the left, others who feel that he leans too far to the right. But the majority of his lost backers are disappointed at his tendency to bypass

Parliament and advisers—as in the legalization of the Spanish Communist Party or in the negotiations on autonomy for Basques and Catalans—and his failure to keep the people (or even his political aides) informed. His personal rule is definitely "old style".

Now, Señor Suárez says, he is going to change all that. The same pressures within his party which forced the Cabinet changes and which were to lead later to the replacement of the secretary-general of the UCD were responsible for a commitment by a reluctant Señor Suárez to make a policy speech in Parliament.

However, when the date of the parliamentary session was set for May 13, the head of government was on a trip to the Middle East. Probably sensing that his position could deteriorate even to the point that he

might have to face a vote of confidence, he sent a message from Saudi Arabia asking for a postponement, and the session was put off until next Tuesday.

Calling together the score of journalists who had been accompanying him on the trip for four days and whom he had virtually ignored until then, Señor Suárez announced in Riyadh: "I have made up my mind to stop keeping quiet. My silences have hardly ever been well interpreted. I have tried my best to avoid tensions and perhaps I was mistaken..."

Launching into a counter-attack, he told the newsmen: "I do not intend to remain silent from now on, in the face of accusations as serious as those which are habitually made against me, and I am going to give the right answer right away, on the spot."

"I am going to take part in events. I am going to appear regularly to give speeches and make comments. I am going to face the news media as well as Parliament."

Whether such good intentions are belated or not remains to be seen. It also remains to be seen whether Señor Suárez's determination to be more communicative fulfils when he returns into rhetorical fire in the Cortes. Finally, it remains to be seen whether he actually has answers to the many hard questions which need answering if Spain's malaise is to be cured.

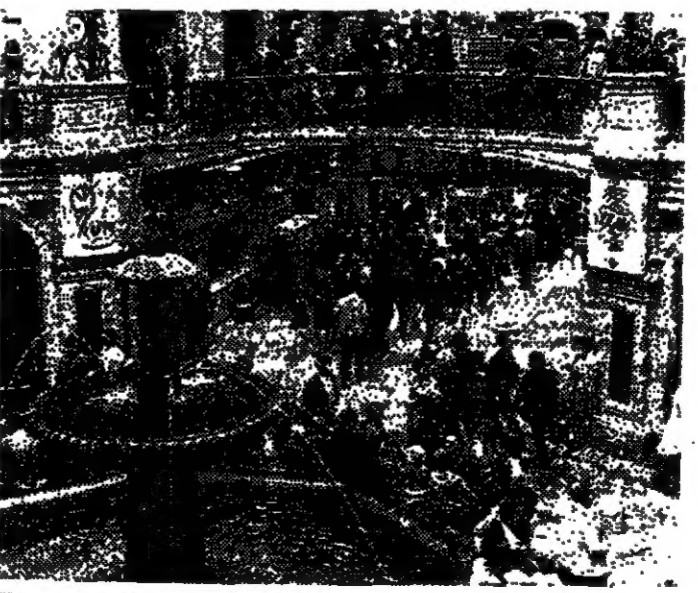
In fact the chances of the Socialist's toppling Señor Suárez in a vote of confidence are minimal, and their chances of forging a viable coalition government are slim. In addition, such a coalition would probably bring the Communist Party into the Government, and it is doubtful whether certain already restless elements in the military and police establishment would stand for that.

Even ruling out Communist participation, Spain does not seem ready yet for a Socialist government. In this still tottering democracy, and in the current grave recession, actions to Socialist rule would probably further depress the economy and heighten political tension. Then, too, there are those who doubt whether Señor González himself is ready for the responsibilities of chief of government.

The apparent lack of an alternative to Señor Suárez makes things all the more dismal for Spaniards. The "old style of governing" is undermining the people's faith not only in Señor Suárez but in democracy.

Harry Debelius

Soviet leadership is faced with a consumer society hurrying to catch up the world



Shoppers in Moscow's GUM store

At the heart of almost all corruption in the Soviet Union and of large-scale fraud, such as the recent car-smuggling scandal, lies the insatiable appetite at all levels of society for consumer goods. And the Soviet leadership knows that unless the demand is more fully met, crime, embezzlement and corruption, which are so pervasive, are likely to continue and perhaps grow.

The Soviet Union is a consumer society in a hurry to catch up. But the constant shortages of such everyday items as washing powder, needles and thread, toothpaste, light bulbs, clothes pegs and make-up have led to a consumer mentality that only increases the problems of regular supply.

The rule for every Soviet housewife is: buy what you need as soon as you see it because it will not be in stock for long. Better still, buy anything that might be useful even if it is not needed now because you never know when it will be on sale again.

The result is that people are ready to dive into a shop at any hour. They carry enough cash and a string bag "just in case" and they buy in bulk, for themselves and for their friends who may not have been so lucky.

Soviet shoppers are used to searching long and hard for what they want and are not surprised to find, for example, that toothpaste which may have vanished from the shops can still be found at airport kiosks where there is usually little demand.

Visitors here frequently remark that most people in the larger cities are well dressed and appear to enjoy the usual trappings of a consumer society, yet it is hard to find shops selling good clothes or a choice of day-to-day items. Tourists do not see the time and effort spent acquiring these things. They notice only that the average Russian will join a queue, before he knows what is being sold, in the hope of finding something in short supply.

Russians have grown used to shortages, hoarding and disappointment. But consumer demand, spurred by rising expectations, is becoming more insistent.

There are several reasons. First, détente has given many people a vision of the good life. For years the average citizen did not know how his

standard of living compared with that of other countries. But as more tourists come here and as Russians begin to travel abroad—even if only to Eastern Europe—they realize how many consumer items they lack.

For the past 15 years the Soviet leadership has made a determined effort to supply these needs, but the quantities are never enough, and the tantalizing knowledge of what the privileged or lucky few can enjoy has only increased the frustration of those who go without.

Second, as living standards improve, people have had more time and money to spend on themselves. Political zeal has been replaced by apathy and ideological materialism has turned into acquisitive consumerism. And the older generation complains of a decline in social responsibility and in spiritual values, the younger generation is trying by hook or crook—to often the latter—to keep up with fashion.

And third, the quality of Soviet consumer goods remains, on the whole, disappointingly low. In spite of frequent party exhortations to improve the quality of manufactured goods, the materials are often defective and the finish sloppy. Soviet consumers have grown tired of articles that break after a few days' use, and tend to look anxiously at better-made imports from Eastern Europe. A mentality has

grown up that regards anything foreign as better. Pravda notes recently that Russians were becoming more discriminating in their purchases, but said that consumers still left shops feeling dissatisfied because there was little choice. Periodic checks show that many shops do not offer the minimum legal assortment. The reason, the paper said, was that a shop was more able to meet its sales target, which is measured by value sold, by selling a few large items, and so many shops do not bother to stock small essentials.

Last summer the Government issued a decree intended to force factories to take greater note of what consumers wanted, and proposed changing the way output was measured to make it worth producing smaller items. And Pravda suggested that shops refusing to provide a choice of items should be penalized by losing bonuses.

Such measures have had little effect. The quality of output is so erratic that mountains of unwanted goods are produced: in 1978 the inventories of goods—especially clothing and footwear—that had to be marked down to less than half price because they would not sell grew by 50 per cent. Total losses from such reductions amounted to more than 1,700 million roubles (about £121.5m).

The state also makes enormous losses on the failure to produce vital spare parts, re-

dering many consumer items useless. A perfect example can be found with radiator valves. Most flats are heated from a central system, and individual radiators are installed without valves. About 10 million valves are needed for individual regulation to be possible, but only half that number have been produced and of these a survey found that about 90 per cent do not work. As a result, heating is on full constantly causing enormous fuel losses.

There are similar problems with spare parts for cars, washing machines and the range of consumer durables which often have to be discarded when they break down.

The leadership is committed to improving the output of consumer goods and has a powerful economic interest in doing so. Money has ceased to be an effective incentive when there is little to spend it on, and it is becoming increasingly difficult to entice people to work in vital areas, such as Siberia, by offering double wages without simultaneously providing goods worth buying.

A surplus of cash has done much to fuel the black market, with western goods such as jeans, recorders and televisions fetching astonishing prices. The large profits to be made encourage crime and racketeering.

However, consumer goods are still relatively low in priority and most Soviet investment is channelled into defence, agriculture, oil exploration, the development of Siberia and heavy industry. Even such items as refrigerators are often made in factories mainly geared to producing military hardware.

Western and Soviet experts predict that the growth rate of the Soviet economy will fall further in coming years as the labour shortage becomes more acute, energy reserves drop and productivity continues at the present low rate.

The Soviet leadership may have to make hard choices and the consumer industry will almost certainly take second place to defence spending. For the average Russian that could mean that the 1970s were the high point for consumer goods and that though Russians are extraordinarily long-suffering, the dwindling vision of the good life is bound to produce serious dissatisfaction, leading possibly to greater corruption and restlessness, especially among urban youth.

Michael Binyon

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SPORT

Barnes puts up wind resistance to lead

By Peter Ryde

It is harder to score over Wentworth West when it is hard and windy than when it is soft and still. That has always been accepted in the game, but the opening day of the Mairi International tournament yesterday produced one of the most scoreless days of recent years.

Par here has been reduced by two in the past year by shortening the first and 12th, but on a beautiful spring day only Brian Barnes broke par and he had to finish with three straight birdies to do so. Barnes welcomed a wind and it was in conditions not dissimilar to those that he won the French Open five years ago, although the ground was softer than.

Neither he nor Faldo, who shares 72 with Simon Hobday, complained of bad bounces, but in both cases they were mostly hitting the centre of the fairways and firing accurate iron shots to the green. Barnes remained calm in admittedly awkward conditions—you can never quite be sure with him—and his explanation was that such conditions are much easier to accept when you can so plainly see them coming.

The horror side of yesterday's story is concerned not so much with individual disasters on the Wentworth scale as general decline and debilitation. It even affected those who might be expected to know better. Jacklin's 82, based on 42 putts, must be one of the highest of his career. Hunt, to take a random example, finished 7, 8, 7, 5 and Powell reached the 11th before making his first par, finished with the first eagle of the day, at the 18th for an 86, edging out his fellow competitor who took 37.

Two illustrations served to show the kind of day it was. Bill, who is well versed in controlling the ball, got round in 73 which put him just behind the leaders, in spite of dropping shots at the



Sandstorm on Burma Road: Ballesteros gets out of trouble at Wentworth.

first two holes. Ballesteros's second shot to the seventh would have been perfect in October. He took much longer than he needed to assess it, for play ahead was slow.

He judged the distance to perfection but the ball, instead of braking to a halt by the hole, bounced seven feet in the air and finished in the heather behind the green. His recovery was beautiful, fully played, but was a foot too short and now he was struggling to keep a six off his card. He did so and refused to allow it to disturb him. Such is the calming influence of appearance money on behaviour.

After the turn he dropped two more strokes, but the 12th started a run of birdies for him. In one sense, that is to those who still believe that Ballesteros cannot hit the ball straight. Wentworth is not his course, but in another sense it certainly is for the par fives are genuine. He can use his long legs there and also at the four other holes of more than 450 yards.

He birdied the difficult eighth hole of the 13th which only Elton and Townsend achieved out of 145 who played it, and with two par fives to finish the prospect looked of a second player breaking par. But imagination travelled ahead of reality and he finished quietly in 5, 6.

In such circumstances Lyle's 75 began to look quite respectable. All his trouble over the first seven holes had been on the greens. He three-putted four of them before settling down. He came back in 36, finishing with two birdies and putting himself in a good mood for today.

Gallacher was also heading for 36 and second place if he could finish in the same way. As it was he took 6, 8, hooking his second out of bounds when almost within sight of his own hole. It is not strange to report that only one player, Faldo, could score better than 36 coming in, even though the wind required some long shots into the greens.

The League agreed with Robson, saying: "The regulations are clear and seem that each club should play its full-strength team in all league matches. We have brought this to the attention of the League and we have received a reply because this is a vitally important league match."

Stella, who decides today whether to bring in Arsenal, Tottenham's new £1 million striker, or Jordan of Manchester United, was angry and disappointed. "It is a pity that the day and I think it was unfair. Ipswich are wrong, because the boys will not be in a good frame of mind after the game."

The Aberdeen midfielder player said: "I think it is a pity that the day and I think it was unfair. Ipswich are wrong, because the boys will not be in a good frame of mind after the game."

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Football

Gray finds himself at the centre of a row

The Ipswich manager Bobby Robson has infuriated the Scottish manager, Alex Ferguson, by appealing to the Football League to insist that Wolverhampton Wanderers recall their 21.5 million striker Andy Gray for tonight's league match against Arsenal.

The club's country row blew up only hours after Gray had been recalled to the Scotland national team against Northern Ireland in Belfast and results from the 1979-80 season in two cup finals in five days.

Defeat by West Ham United in the FA Cup and Valencia in the Scottish League Cup, meant that Terry Neill's exhausted team must take four points from their last two League games to qualify for the Cup place in Europe next season at the expense of Ipswich.

The Wolves manager, John Barnwell, recalled Andy Gray from the England squad, was not going to call Gray back until Robson put pressure on the League to insist that Gray, a European place next season is at stake and while I have every sympathy with Arsenal, I must place the interests of Ipswich above all else."

The League agreed with Robson, saying: "The regulations are clear and seem that each club should play its full-strength team in all league matches. We have brought this to the attention of the League and we have received a reply because this is a vitally important league match."

Stella, who decides today whether to bring in Arsenal, Tottenham's new £1 million striker, or Jordan of Manchester United, was angry and disappointed. "It is a pity that the day and I think it was unfair. Ipswich are wrong, because the boys will not be in a good frame of mind after the game."

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his first appearance. He is one of three new caps in the Scotland national team against Northern Ireland in Belfast and results from the 1979-80 season in two cup finals in five days.

Defeat by West Ham United in the FA Cup and Valencia in the Scottish League Cup, meant that Terry Neill's exhausted team must take four points from their last two League games to qualify for the Cup place in Europe next season at the expense of Ipswich.

The Wolves manager, John Barnwell, recalled Andy Gray from the England squad, was not going to call Gray back until Robson put pressure on the League to insist that Gray, a European place next season is at stake and while I have every sympathy with Arsenal, I must place the interests of Ipswich above all else."

The League agreed with Robson, saying: "The regulations are clear and seem that each club should play its full-strength team in all league matches. We have brought this to the attention of the League and we have received a reply because this is a vitally important league match."

Stella, who decides today whether to bring in Arsenal, Tottenham's new £1 million striker, or Jordan of Manchester United, was angry and disappointed. "It is a pity that the day and I think it was unfair. Ipswich are wrong, because the boys will not be in a good frame of mind after the game."

The Aberdeen midfielder player said: "I think it is a pity that the day and I think it was unfair. Ipswich are wrong, because the boys will not be in a good frame of mind after the game."

Leading scores

69: B. Barnes, S. Hobday (Zimbabwe), M. Hunt, J. Jacklin (SA), J. Powell, M. Powell (Spain)

70: S. Lyle (SA), J. Gallacher, S. Lyle (SA), J. Gallacher, S. Lyle (SA), J. Gallacher, S. Lyle (SA)

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Starts at 10.30pm
University Challenge
at 11.27 on
London Weekend Television

PARLIAMENT, May 15, 1980

Heavy demand for borrowing keeps interest rates high

House of Commons
The Prime Minister discussed high interest rates with the Chancellor of the Exchequer this morning. The Chancellor said that the high interest rates were a result of the heavy demand for borrowing. He said that the Government was doing its best to keep interest rates as low as possible, but that the market was forcing them up. He said that the Government was considering various measures to reduce the demand for borrowing, but that it was not yet clear what would be the best way to do this.

Mr. Geoffrey Howe (Chancellor of the Exchequer) said that the high interest rates were a result of the heavy demand for borrowing. He said that the Government was doing its best to keep interest rates as low as possible, but that the market was forcing them up. He said that the Government was considering various measures to reduce the demand for borrowing, but that it was not yet clear what would be the best way to do this.

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UK enforcing fishing laws against all intruders

Most members of the EEC were prepared to work constructively towards a resolution of the fisheries problem, Mr. Alec Buchanan-Smith, Minister of State for Agriculture, Fisheries and Food, said during questions. Britain's position on a common fisheries policy had been made clear, he added.

Mr. Buchanan-Smith told Mr. Fraser (South Angus, C) that since the last Council of fisheries ministers on January 29, Britain had had bilateral consultations with fisheries ministers of other Community countries and with the Commission.

Mr. Fraser—Will he hear in mind the forceful representations made by the British fishing industry in Perth last week over massive increases in fish imports? Will he work to secure within the EEC respect for the normal external import tariffs on both frozen and fresh fish?

Mr. Buchanan-Smith (North Angus and Meams, C)—I acknowledge the difficulties which they face. It is up to the Commission to make the whole question of reference prices and tariffs is under review.

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Mr. John Spratt (Aberdeen, South, C)—Vital as it is to sort out the future CFP it is equally vital to make sure that our partners keep the pressure on the policy. It is incredible that herring vessels should be illegally auctioned by auctioneers employed by the French Government. He should sort out this scandalous cheating in EEC regulations.

Mr. Buchanan-Smith—We have been effective controls over illegal fishing by any nation. We would get this with a common fisheries policy.

Mr. Robert Hughes (Aberdeen, North, Lab)—How will he ensure the rules are kept under the new regime as the present rules are being changed for the first time?

Mr. Buchanan-Smith—We enforce the rules in our waters up to 200 miles without discrimination. The problem is that it is currently up to the individual nation to apply the rules. Doubts are expressed if they will apply them as rigorously as we. Under a common regime those regulations will have the force of law.

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1761 Russian Imperial snuffbox fetches £125,654 in Geneva

By Huon Mallouk
A Russian Imperial snuffbox, made in 1812, fetched a record £125,654 at a sale in Geneva on Tuesday and Wednesday with objects of vertu and clockwork. The snuffbox, made of gold and enamel, was one of the most beautiful of its kind. It was made for the Russian Emperor Alexander I and was given to him by the Empress Maria.

Mr. H. M. Mason, Chief Opposition spokesman on agriculture and fisheries, said that the snuffbox was one of the most beautiful of its kind. It was made for the Russian Emperor Alexander I and was given to him by the Empress Maria.

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Sanctions response to plea from US

House of Lords
The patience and forbearance shown by the United States Government and people over the taking of their diplomats as hostages in Iran had been remarkable, Lord Sainsbury, Lord President of the Council, said in moving the second reading of the Iran (Temporary Powers) Bill.

Mr. Sainsbury said that the Bill was a response to the plea from the United States Government. He said that the Government was doing its best to keep interest rates as low as possible, but that the market was forcing them up. He said that the Government was considering various measures to reduce the demand for borrowing, but that it was not yet clear what would be the best way to do this.

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Nothing very new in initiative on Afghanistan

Proposals for a political settlement put forward by the Afghan Government were not very different from those made previously, Mr. Michael Foot, deputy leader of the Opposition, said.

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Allegations 'dragged up again for sensational purposes'

Newspaper allegations about corruption in high places in Hong Kong were old allegations which had been dragged up again for sensational purposes, Mr. Michael Foot, deputy leader of the Opposition, said.

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Government drops proposal to impose eye testing charge

When the report stage of the Bill was reached, Mr. Michael Foot, deputy leader of the Opposition, said that the Government had dropped the proposal to impose an eye testing charge.

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Call for levy on private nursing homes

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Law Report May 15 1980

Court of Appeal

Madam has her jail sentence reduced

Regina v Payne
Before Lord Justice Lawton, Mr. Justice Michael Davies and Mr. Justice Balcombe
A woman who had been convicted of keeping a brothel for profit for many years had her jail sentence reduced from 18 months to six months.

Mr. Justice Balcombe said that the woman, Mrs. Payne, had been convicted of keeping a brothel for profit for many years. He said that the sentence was reduced because she had been ill and had been in hospital for a long time.

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Mr. Peter Walker, Minister of Agriculture, Fisheries and Food, said at a question time.

He was answering Mr. Roy Mason, Opposition spokesman on agriculture and fisheries, who asked what sort of sheepmeat regime the minister anticipated coming in the end.

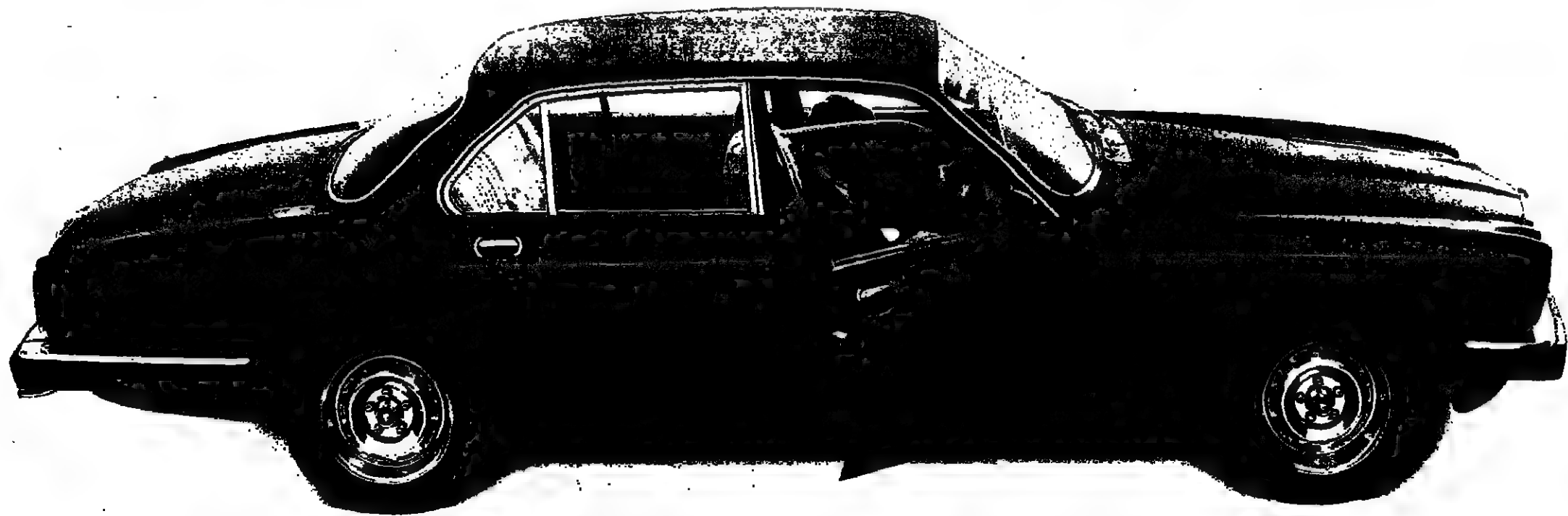
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Twenty-five years ago the treaty that made Austria neutral and independent was signed in Vienna—today Austrians claim they are better off than the Allies who signed...

How Austria found its best European role

Vienna
This week the Austrians celebrated the 25th anniversary of the state treaty, signed by the foreign ministers of the four allied powers in Vienna on May 15, 1955. The official government celebrations take place today, since the four present foreign ministers of the allied countries, Russia's Foreign Minister, Andrei Gromyko can only come today, because of the Warsaw Pact meeting in Warsaw.

This situation, and the Austrian flexibility in tackling it, is typical of the circumstances which led up to the treaty itself, while the three allies, Britain, the United States and France, had been promising Austria its independence, albeit under very strict terms, since before the end of the war, it was the long, drawn-out Russian negotiations which delayed the treaty's drafting, and caused Austria 10 uncomfortable years under allied occupation.

When Hitler marched into Austria in 1938 and the Anschluss was completed with a minimum of resistance, most Austrians did not think in terms of an occupation. It was only later, as their loss of identity became clear, that they began to think of themselves as occupied. The Austrians have a dual attitude to what happened in 1938. On the one hand they were liberated from the German yoke, on the other hand they were occupied again.

Since Austria did not exist as an independent country at the time Hitler declared war, it was not possible for other countries to sign a peace treaty with a new Austria. The compromise formula of state treaty was evolved by the immediate post-war president Karl Renner, who also, as early as 1947, put forward the proposal that Austria should become neutral.

Austria was divided into four sectors by the Allies. The Russian sector, comprising Lower Austria, Burgenland, and part of Upper Austria, contained the lion's share of Austrian industry, much of which had been involved and had profited from Hitler's war effort.

The Russians insisted that they should exercise their right to confiscate all former German property, an act which would have wrecked the basis for Austria's economic revival.

The Russians began systematically dismantling factories and removing all machinery and other items of value. To stop the complete ruin the Austrian government nationalized large sectors of important industries, a situation which still remains today.

Throughout the Cold War period the Austrians realized that their chances of negotiating an acceptable state treaty were negligible. The Russians maintained their hope that they might either win an independent Austria into the communist camp along with Czechoslovakia and Hungary,

'The Austrians have a dual attitude to what happened in 1945. On the one hand they were liberated... on the other hand they were occupied again'

or even annex the area over which they had control. Stalin's vision of an independent Austria, expressed as early as 1943, was strictly of a country allied to the Soviet bloc.

Austrian elections, however, made it plain that with only four seats in the whole of Parliament, the communists had

no chance in Austria. The Russians then stalled the negotiations by demanding compensation from the Austrians in terms they could not pay.

Besides two-thirds of the current oil production, control over oil refineries with an annual capacity of 450,000 tons for 50 years, all oil distribution

rights, two-thirds of the patents which had previously been in German hands, the blocked credits of the Danube Shipping Company in Hungary, Romania and Bulgaria, and 25 per cent of the company's capital in Austria, the Russians wanted \$200m in cash compensation. This price Austria could not pay, even if it had been willing.

By 1950, when the negotiations concerning compensation looked hopeful, the Russians introduced the Trieste conflict. There was a two-year stalemate. The West put forward a summary version of a state treaty. For the next two years there was a further stalemate because the Russians wanted it withdrawn. A foreign ministers' conference early in 1954 brought the first new sign of momentum. Austria was will-

ing to meet demands that it would limit its military capacity, then the Russians insisted that the state treaty could not be signed before a peace treaty with Germany was complete.

On February 6, 1955 Russia's Foreign Minister, Mr. Molotov, now known to the Austrians as "the old man", suddenly announced that there was a possibility that the treaty be signed sooner. The Austrians took the hint and presented, on March 14, the Russian with a three-point declaration. The Russian reaction, 10 days later, was positive.

On March 29 a strong Austrian delegation flew to Moscow, not believing in their wilder dream that they would return with an agreement. By May 12 the ambassadors of the four allied powers in Vienna had agreed on all points. On May 15 the treaty was signed, making Austria both independent and neutral.

The Allies were all sceptical about the future of this newly constituted Austria. Today, 25 years later, the Austrians themselves are quick to point out with some relish that they are more stable both politically and economically than the four powers who signed that document.

The cloak of the state treaty does not rest entirely easily on Austria's shoulders. Last year President Rudolf Kirchschläger spoke for the first time of Austria's enforced neutrality. Chancellor Bruno Kreisky, asked whether his active foreign policy rhymed with that neutrality, said that Austria's neutrality was "active rather than passive" as practised by some others. The Austrian armed forces are starting to complain bitterly about the restrictions the state treaty sets on their material.

The minorities question, in particular that of the Slovenians, is far from settled. In the past 25 years, however, Austria has created for itself a role as pivot between East and West. When the four foreign ministers of the allied powers meet today it will be another confirmation of Austria's established position in the new world constellation.

Sue Masterman



Before Austria found its identity: cheers and salutes from the Austrians as German troops move into Salzburg in 1938.

Geoffrey Smith

Taking an easy ride through the House

One of the curious features of the political scene at the moment is how little talk there is of the Government's legislative programme. There has certainly been a good deal of dispute about a number of particular measures, but little attention has been paid to the progress of the programme as a whole. Yet it is one of the heaviest since 1945-46 if one takes into account not only the number of Bills but the controversial nature of many of them.

The list is a formidable one with the Local Government Bill, the Housing Bill, the Education Act, the Employment Bill, the Social Security Bill and many others.

Nobody would suppose that this is a consensus administration pushing through consensus legislation. Yet there is this large and contentious load being pushed on at a comfortable pace towards the statute book, with

apparently little ministerial anxiety about a summer logjam even though the recess might not start until well into the first week in August—which would certainly cause some anguish on the back benches.

It might be said that this progress is precisely what ought to be expected under a new government that took office with an overall majority of 43. But while such a majority guarantees the security of a government it does not ensure that its legislative programme should proceed without a hitch. An important factor has been the demoralisation of the Opposition. Most Labour members have been more outraged by the iniquity of the other section of their own party than by the iniquity of the Government. So the legislative programme has received a remarkably easy ride up to now.

It has been a distinct achievement on the part of the Government's business managers to pilot their legislative cargo as smoothly as they have.

None the less, it has been a distinct achievement on the part of the Government's business managers to pilot their cargo as smoothly as they have. This has been combined with a readiness to go at least some way to reform the procedures of the House, most particularly with the new select committees but in other ways as well.

For the moment there is no conflict between these two purposes. Indeed, the goodwill engendered by the procedural reforms has probably helped to secure a relatively untroubled passage for the legislative programme. But in the long term there will be a conflict. If these reforms are to be more than cosmetic—and we still cannot be sure whether they will be—they will make it harder for the Government of the day to push its proposals through Parliament. Unless these reforms give backbenchers a greater influence upon decisions they will prove ultimately to be no more than an ingenious means of un-

ravelling the furrowed brows of frustrated MPs.

There are some who will argue that it would be masochistic of any government to increase the power of backbenchers to block or amend its own programme. Others will say that this would not in any case improve the quality of government: that she voters, having chosen which party to get on with the policies that it has offered to the country, Endless parliamentary manoeuvring and committee-room deals would neither win the respect of the public nor lead to better decisions.

This second objection is a substantial one. There are dangers when the executive becomes too weak and the legislature too strong: the failure to secure an effective energy policy in the United States provides a notable example, and by no means the only one. But there is a long way to go in Britain before we face a similar problem.

There is no reason to suppose that the quality of legislation would suffer if it had to undergo more searching examination in Parliament or that the quality of government would suffer if less legislation could be passed.

Indeed, if the Government is true to its own principles it should welcome procedural reforms that would slow down the passage of legislation. But will it be consistent? There has always been a certain schizophrenia in its attitude on this point, which was illustrated by Sir Geoffrey Howe in the days of opposition when he told the Conservative Political Centre Summer School in July 1977 that a Conservative Government must offer "the prospect of a period of stability. Less change for the sake of change. The next Conservative Government will make fewer laws and will make the laws fewer."

The danger is that if all goes well for the rest of this session, the Prime Minister may be a little too impressed with this year's achievement and may forget that one of the prospects offered by her Government was of a period of stability in which everyone could get on with their own affairs without ever having to worry about how the law was going to be changed.

That last sentence may well

have seemed a nice rhetorical flourish to emphasize the point. But it emphasized two points that are not always compatible because it requires further legislation to reduce the number of laws. A flurry of legislative activity in the name of freedom may be very desirable, but the last thing it will bring in the immediate future is a period of stability.

In this first session of the present Parliament the Government has been putting the emphasis upon legislating for freedom. The Housing Bill offers council tenants the right to buy their homes; the Education Act gives parents more choice over the school their children will attend; the Competition Act is intended to provide for more free competition in industry; and so on. But just as it is possible for governments to do too much, so they may try to undo too much—or at least to do so too fast.

The way in which the legislative programme is being pushed through Parliament is a technical accomplishment that is good for the morale of the Government and the party at the beginning of a Parliament. It creates a valuable momentum. But it ought not to set a pattern for the future. The speed with which a legislative programme is processed is no measure of the quality of government.



Trying times for a Shropshire lad

Mr. Leo Murray, the general secretary of the Trades Union Congress, is a thoroughly decent man who has probably suffered more in recent years than chairman of strike-bound companies. His sad face suggests an infinite capacity for absorbing pain, and stress and overwork have led to two heart attacks.

Some of his predecessors were powerful personalities and could overcome the weakness of the post, which is vested with very little power, but Mr. Murray is better educated than they were. A Shropshire lad and son of a farm worker, Mr. Murray won a scholarship to the local grammar school and after war service read economics at New College, Oxford. He joined the economics department of the TUC in 1947, and moved steadily up the ladder until appointed general secretary in 1973.

This probably explains his philosophical approach to life. The British disease, he said recently over a bottle of wine in his office, was not an old institution, old industrial assets and old attitudes. You could say it was maturity, but there was only a thin line between maturity and senility.

The trade union movement was a reflection of the British society, a mirror image of its qualities and defects. It reflected the uncertainty of our society. His dilemma was that he genuinely did not know if the British wanted a quiet life, as he generally assumed, or the good life they saw on their television screens. They ought to know that they could not have both.

Trade unionists and Britons generally were resistant to change because we were a conservative society. We had become more conservative as we became more insecure. We wanted to hang on to what we had got, but there had been some change. We were now a more mobile society, and millions of men and women had changed jobs in recent years. The older industries such as mining had been run down with union acquiescence.

The trade union movement had also changed, from Ernest Bevin to Jack Jones, it had to change because members were now better educated and more articulate. The more intelligent wanted a piece of the action; at least he hoped so because if you wanted change you first had to change people.

Power had shifted to the shop floor. The rank and file could not be expected to accept responsibility unless they were involved in making decisions. Some shop stewards did not like this because they were reluctant to share their authority, but it had to be done. Mr. Murray admitted ruefully that this internal shift of power and his hope of instilling responsibility among the rank and file, was a long and painful process but insisted that there was not an acceptable alternative. A future administration of the apparatus would not work unless a government tried to impose it with guns. Perhaps we needed some legislation and an element of monetarism, but we had to stay within the broad limits of the present system.

The paradox of the unions, he added, was that in the first instance they were about individuals and the right of a man to answer back to his boss.

The movement must never forget that or otherwise we would become the monster we were. On the other hand, men such as Lord Denning did not understand the collective nature of our society. They did not see that the freedom of the individual could best be sustained by unions.

Mr. Murray's sincerity and idealism cannot be doubted, but collectivism has led him and other trade union leaders to work towards a corporate state although he professes to term tripartism. It is indeed the logic of the movement. The leaders believe that they are the representatives of the working class, the second nation with its own constitution (the rules TUC) and its own parliament (the annual conference). This is seen or felt to give them a legitimacy and authority which, despite obedience to the other constitution and parliament, rivals the existing order.

Mrs. Thatcher's refusal to accept the TUC as an estate of the realm was a factor in the TUC's decision to call for a day of action on Wednesday. Arguably it is a mistake to exclude the TUC from government deliberations. Open government, which many believe would make for better government, surely requires representation by bodies such as the trade unions, but it is certainly a mistake on the part of the TUC to want a corporate state grafted upon our parliamentary system.

The trade unions are well represented within the Labour party, and every trade unionist over the age of 18 has the vote. They cannot, and should not, have it both ways, and of course the TUC as presently constituted cannot act as an estate of the realm because it is not a monolithic organization.

The general secretary of a large union might aspire to help run the country, but not the TUC. It is a claim to represent. As already noted, a great deal of power has been transferred to the shop floor. Despite the democratic organization of many unions, few general secretaries represent the membership as a member of Parliament represents the electorate. Some union elections can be a farce because so few members bother to vote, and unlike MPs general secretaries do not always have to seek reelection.

This is the real dilemma of the British trade union movement as Mr. Murray must know. The TUC is a union in the past to act responsibly in cooperation with the government of the day—that is trying to be an estate of the realm—has always weakened the leadership. Congress, in the words of one union leader, always lost out to militants on the shop floor.

It is a very real dilemma which only the leadership can resolve. One pioneer of the "miners' workers' president, who is determined that his union is properly represented in local constituency parties. Another would suggest that the TUC to seize the opportunity presented by the enquiry into the organization of the Labour party. After all, the unions were the founding fathers, and a corporate state can be forgotten if they succeed in rejuvenating the party.

Louis H. Moon

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I sold my car a few days ago. It was a fairly painless procedure: the whole transaction took 17 minutes, and I was offered two-thirds of the purchase price on a car that had survived three Russian winters and done 20,000 miles. To me it seemed a bargain—but to the state, the only legally authorized buyer, it was an even better deal: my little yellow Lada station-wagon will probably be resold for 3,000 roubles (£2,100), giving the state over 100 per cent profit.

Of course there is a catch to this magic formula: I bought the car for western currency, and received roubles in return. If you want to buy a new Lada for ordinary Soviet money you have to pay 6,600 roubles—exactly three times the cost in hard currency—and wait for up to two years in the queue to buy.

still has a stable of most of the smartest western models. And in spite of the expert success of the Lada, the product of the factory that Fiat built, only six million Russians—one in every 44 people—own their own cars. There are still twice as many motorcycles on the roads. The idea of a car as a status symbol is institutionalized here. The Russians make six different kinds of car, and each serves a separate function. The small Zaporozhets from the Ukraine is the cheapest and sits around town satisfactorily. It is also given to those lucky invalids who qualify for a free government car.

The Volga, in its various marooned in the most popular family saloon and is bought by almost every foreigner in the country. Next come the Moskvich, a heavier and stronger car which has rather fallen out of favour because it needs constant maintenance and is poorly built.

Painted black, the Volga rules the road as the official car of a thousand government departments and is a real menace. Black Volgas observe their own highway code: they roar around at great speed, flashing at lesser breeds, over-

take with a daring commensurate with the status of their occupants, and obeying those traffic signs they do not find a hindrance. Most have curtains in the back window to shield the passenger from the gaze of the curious. Their drivers who can be found hanging around any government office, often use them to make a quick route of two or three unofficial taxis, and for only about twice the normal fare you too can whizz home in style.

Above Volgas come Chazikas. These are all black. The old ones, modelled on American cars of the 1950s, were all wings and chrome, and arrogantly belched exhaust from twin pipes concealed in the back bumper. The new ones are sleeker and smoother. Chazikas—literally "seagulls"—convey senior dignitaries at breakfast speed and carry heavy people. They are too, as I found when I rode around in one belonging to the Archbishop of Kiev.

Top of the pyramid comes the Zil. Hand-tooled, "vast, bullet-proof," it is available only to members of the Politburo. Zil travel down special reserved lanes in the centre of the road, and police clear the way in advance. Russians take little notice of ambulances and fire engines trying to fight through the traffic. When a Zil appears, everyone scatters.

Occasionally you see foreign cars with Soviet number plates—a sure sign that a diplomat, actor or Russian with relatives overseas has managed to acquire the ultimate in prestige. In Armenia, where many people have relations in the West, I once saw, inconspicuously, a gleaming yellow Morgan. A conductor for the Estonian Symphony Orchestra, and a driver of a Buick and Bolshoi ballet stars can be recognized by their Volgas.

But for their lucky owners spare-parts and service are even more difficult to get than usual. The black market in everyday items for the mass-produced Zhiguli, such as accelerator, needles, valves, knobs, anti-freeze, is enormous, and foreign-

ers generally have to import spares. Pravda complained that factories produce less than a quarter of the spare parts they are meant to. Garage equipment is scarce and the only plant in the country making hydraulic lifts and tools for body repairmen is housed in a building that was formerly a sweet factory in Kazan. As car ownership grows, the frustrations become more acute.

No wonder Russians are master improvisers, and can be seen every weekend tinkering with their cars. Winter poses its own special problems: many people cover their cars with tarpaulins until the snow melts. In summer you can be fined for driving a dirty car—but car washes are still a rarity. Even petrol stations are few and far between. You may find the only one for miles around a closed or out of petrol, or only take coupons. (Super grade petrol is only sold for coupons, which have to be stamped in advance. One colleague recalls that one petrol station lady refused to accept his coupons because his office stamp was not the regulation circular shape, but was a triangular one. The TUC is a triangular one, too, and its right rubber stamp is an essential piece of equipment here.) Russians treat their own cars lovingly, and public pressure is growing for clearer road signs, more mans, roadside cafes that sell more than just vodka, proper road markings. Night driving is still a hazard. In town you are not allowed to have your headlights on,

whereas but of town lorries, which make up 80 per cent of all traffic, drive either on full beam or with no lights at all. Luckily there is for the TUC on drunken driving though in Armenia and Georgia the excitable temperament and plentiful wine combine to produce a fearsome accident rate. A Moscow police chief recently suggested that all motorists should swear an oath to protect the rights of pedestrians before getting their licences to encourage better driving. But the police will quickly stop you and clip your licence. (maximum allowed, three clips) if you break the rules and are not in a black Volga.

Driving is still such a novelty that most people cannot tell you how to set around by road, and will generally tell you which bus or metro to take. One nice thing about Moscow is that you can still park anywhere. But already the capital is choking up, and threatens to be a solid traffic jam during the Olympics, despite the ban on lorries, already in force. The richer parts of the country—Georgia, Armenia, Estonia—boast noticeably more family saloons. Perhaps it was to Georgia that three Soviet sailors, caught in Italy last month, making off from a "sneak" yard with bags full of spare-parts, were hoping to go. It may be that clutches and sparking plugs will soon overtake jeans and make-up as the most salable commodity in the Soviet Union.

Michael Binyon



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ABUL'S SUSPECT OFFER

West is rightly demanding Soviet forces withdraw from Afghanistan. It has made this a matter of such high priority that it is putting at risk the whole of East-West relations in order to show that it is serious. There is no sign that the Russians are even beginning to think about leaving Afghanistan, if the West wants its concerns to be credible. It must keep on saying this means that it must only make effective the allies on the Soviet Union but remain alert for signs that the Russians are having the red effect.

Muskie's scepticism about proposals which have just come from Moscow via the regime in Kabul is justified. His response could have been considered. Obviously the Russians are totally uncommitted in their present form. Nor they new. They are similar to those made by Mr. Brezhnev in February and by Mr. Karmal in April 7. They seem intended merely to gain international recognition for the regime of Mr. Karmal, to draw the Americans admitting interference in Afghanistan (thereby justifying Soviet invasion), and to end up with the western alliance, and the rest of the non-aligned world. They may have been timed to influence Mr. Karmal, the West German Committee and the Islamic Foreign Ministry which starts in Islamabad on Friday.

Furthermore the proposals do even begin to address vital issues such as how to establish a viable government in Kabul and how to guarantee the

frontiers of Afghanistan against another Soviet invasion. All they do, in effect, is convey the message that if neighbouring countries will shore up Mr. Karmal, and if the West will take the responsibility for provoking the Soviet Union to think about leaving. But there would, it seems, be no guarantee of actual departure, and since every shot fired by an Afghan insurgent could be used to argue that the West was still interfering, the Russians might succeed in legitimizing their invasion and their puppet government without taking a single soldier home. Game, set and match.

All this must be as obvious to Pakistan and Iran as it is to everyone else. But there remains an obligation to find out whether the gambit is meant merely to confuse and divide or whether it conceals a genuine opening. The conventional wisdom is that absolutely nothing will persuade the Soviet Union to withdraw from Afghanistan, and that the main purpose of western sanctions is therefore to deter further adventures. This way lies fatalism. It is true that the Russians appear to be settling in for a long stay, and it is true that diplomatic soundings have produced no signs of change, but somewhere there must be a point at which the costs of staying in Afghanistan become sufficiently high and the rewards for leaving become sufficiently attractive to tip the balance. Although this point is nowhere in sight, and might require unacceptable concessions by the West, the search for it must continue if western policies are to remain credible.

It is not beyond the bounds of possibility that the Russians are searching too. They face an

almost indefinite guerrilla war in Afghanistan which will keep open a running sore in their relations with Islam, the western alliance and their own East European allies, who are profoundly unhappy about the whole enterprise. This is a heavy price to pay for a piece of territory. Obviously the first Soviet aim will be to try to lower the price without giving up the gains. Any one would do the same in their place, and it is presumably this exercise on which they are now engaged. But if they meet a firm response, and if the costs continue to rise, they could switch as suddenly as they did over the Austrian State Treaty twenty-five years ago. This switch, distant though it may be, is more likely if western diplomacy is seen to combine firmness with flexibility and willingness to respond.

Although there is a danger of being sucked into negotiations which lead nowhere but to a lessening of pressure on the Soviet Union, it should not be beyond the capacity of western governments to avoid it. The alternative is merely to relish, and if possible increase, the difficulties which the Soviet Union has brought upon itself. This would be a short-sighted policy. It would do nothing for the suffering Afghans and would leave the Soviet Union with only the humiliation of defeat as an alternative to staying on. This would tend to delay a decision to get out and thereby also delay the restoration of better international relations with the Soviet Union. Good diplomacy builds bridges for opponents to retreat across. Western statesmen must try to increase pressure on the Russians but they should not neglect the bridges.

PANISH EDITORS AT RISK

Recent conviction of Señor Luis Cebrián, the editor-in-chief of *El País*, and the announcement that he will have to stand trial soon on another charge are the latest signs of what appears to be a campaign against press freedom in Spain. The death of General Franco in 1975 and the adoption of a democratic system *El País* made a name for itself as the independent of the leading Spanish papers; and so the cases against Señor Cebrián had a special prominence. In recent years there have been many similar cases against Spanish papers and periodicals, ending in convictions, and they are becoming more, rather than less, frequent. Señor Cebrián was convicted last week because a leading article in *El País*, which he himself did not write, criticized certain judicial decisions in cases against journalists and compared them to the situation in Nazi Germany. The cases have concerned offences against morality, though the publication of photographs of nudes, and articles which have been taken as insults to armed forces, the police and judiciary. The fact that these articles have contained a good deal of truth has not been a protection

against judicial investigation. Señor Miguel Angel Aguilar, for instance, the editor of *Diario 16*, was prosecuted by the military authorities because his paper reported on its front page a plan for a military coup d'état known as *Galaxie*; the existence of the plot was officially denied. But the Prime Minister's office later announced that there had been such a plot, charges were brought against two officers and they were found guilty. A similar article appeared earlier this year in *Sabado Gráfico*, referring to certain comings and goings in army barracks, and Señor German Alvarez, the director, is now being investigated to see whether there are grounds for a trial before a military court.

The handling of these cases is not a government responsibility, and Señor Suarez's Government has tried to dissociate itself from many of them. They are the product of the peculiar situation in post-Franco Spain in which, though there is a Constitution guaranteeing freedom of expression and a democratically elected government, there have been few changes in the judiciary, many of whose members still hanker after the old days. Their hand is strengthened by the fact that, in spite of what the Constitution says about the press, there is still no new press law to implement it

and the old laws remain on the statute book. The armed forces, on their side, claim jurisdiction over alleged insults to the military as being military offences. What is unfortunate is that as the Government's grip on events has weakened in recent months opponents of Spain's new-found democracy, ways, whether in the armed forces or in the judiciary, have felt emboldened to take steps against those parts of the press which displease them.

In a way, this situation is not surprising. What is more surprising is the relative ease with which Spain moved from dictatorship to democracy after the death of General Franco. But the threats to press freedom do have to be met, and it would be good to feel that the Suarez Government took a more serious view of them. It should, for instance, bring forward a new press law to spell out the general principles of the Constitution—and abandon the idea that only licensed journalists should be free to practise their profession. On the judicial side, there is now a new Constitutional Court in being, with the last word on anything concerning the Constitution. The Government and the press should now be able to look to it to assert the freedom of expression declared in the Constitution.

THE RELEASE OF MARY BELL

A release from prison of Mary Bell is not wholly free from risk. According to the medical evidence, she is probably still a psychopath, and there is therefore a risk, albeit judged to be extremely small, that she will be tempted to kill again, or to injure. The conclusion that she should be released was not reached lightly. Few criminals have been so closely studied and tortured on as has Miss Bell. It is never totally safe to release a mentally abnormal violent individual, but the authorities are satisfied that in Miss Bell's case the chances of her reverting to crime are small enough to warrant the chance being taken. Neither treatment nor time is expected wholly to remove the risk, the alternative would be to confine her for the rest of her life. The right decision is made.

Miss Bell is now to live and work again in the very city in which she committed her crimes. In itself, presents formidable difficulties. The parents of a murdered child still live there. The community is more sensitive about her than any other in the country. Miss Bell is offered, but rejected, the possibility of a new identity—change of name, and a job in

an area unconnected with her past. She should not be criticised for preferring to face the rest of her life with honesty rather than trying to disguise her background. Her real identity would almost certainly have been revealed sooner or later, with inevitably traumatic consequences. It is also undesirable that the presence of someone of Mary Bell's past behaviour should be hidden from those who might come into contact with her.

Miss Bell faces, at best, a difficult future. It will probably be impossible for her to lead anything resembling a normal life for some time. She has been institutionalized for her entire adolescence and part of her young womanhood. Even with the support of the probation service, she will need considerable courage and sense to have even a chance of adapting to her new circumstances.

She will also have to face varying reactions from the community around her. The emotions which her crimes aroused will not easily be pacified. She will have to suffer manifestations of hatred and revulsion. She will also be a constant subject of curiosity, and her behaviour will be of continuing interest to the

community. A part of that interest will represent a perfectly legitimate desire to remain informed about her.

But there will also be an element of morbid curiosity in that interest. It is important that it should not be fed by sensational reporting in the media. Neither Bell nor the community in which she lives would be well-served by being subjected to constant attention by newspapers. Cheque-book journalism, in this case, would be particularly inappropriate. Miss Bell herself should not benefit financially from telling her own story, and paying others for stories about her would only make her the subject of exploitation by the greedy and the unprincipled.

Our system of criminal justice allows people who have been guilty of even the most horrible crime to be sent back into society eventually. In Miss Bell's case, such re-introduction can be successful only if she is given a genuine opportunity to rebuild her life without harassment. Her presence outside prison is no doubt offensive to many people, but only an unhealthy society would refuse her at least the chance of re-integration.

lem of terrorism in Northern Ireland—namely "a constitution showing a firm determination that Northern Ireland will remain part of the United Kingdom, and a strong security policy". It would appear that Mr. Baxter fails to understand the reasons for violence in Northern Ireland. Terrorism is caused by political frustration and conflict. A political solution is required which will take into account the fact that two nationalities exist in Northern Ireland. Peace is impossible when one community tries to dominate the other. Any constitution which requires the support of the Army, prisons for political prisoners, the elimination of habeas corpus, etc., must be considered dubious. Yours faithfully, JAMES MCCLURE, 14 York Road, Headington, Oxford.

Future of N Ireland

From Mr. Niall O'Reilly
Sir, I refer to Mr. Baxter's letter (May 12) in which he argues that only two things will solve the prob-

lem of terrorism in Northern Ireland—namely "a constitution showing a firm determination that Northern Ireland will remain part of the United Kingdom, and a strong security policy".

It would appear that Mr. Baxter fails to understand the reasons for violence in Northern Ireland. Terrorism is caused by political frustration and conflict. A political solution is required which will take into account the fact that two nationalities exist in Northern Ireland. Peace is impossible when one community tries to dominate the other. Any constitution which requires the support of the Army, prisons for political prisoners, the elimination of habeas corpus, etc., must be considered dubious. Yours faithfully, NIALL O'REILLY, 97 Mysore Road, SW11, May 12.

Quick response to reactor perils

From Mr. Frank Hooley, MP for Heeley (Labour)

Sir, I am astonished to learn, as a result of a reply to a Parliamentary Question, addressed to the Prime Minister, that the responsibility for emergency arrangements, arising from any serious accident or malfunction at a nuclear power station, is shared between no fewer than eight different Ministers!

It seems to me that, if there was a recipe for confusion and uncertainty in the event of a Three Mile Island incident within the United Kingdom, then we have it tailor-made.

The problem is by no means academic. There was recently a very serious incident at the French pressurised water reactor at Cap la Hague, which could easily have affected the population of the Channel Islands, and about which the United Kingdom authorities were given virtually no information until a British newspaper disclosed what had happened at the plant.

However, even if there had been prompt notification by the French authorities that radioactive dust was heading across the Channel towards the United Kingdom, the action at this stage would have consisted of a consultation between the Secretary of State for the Environment and the Minister of Agriculture, followed by "advice" to the local authorities.

It seems to me that in these days, when nuclear mishaps appear to occur almost every three or four months or so, that one Minister, not seven different government departments, should have direct and immediate responsibility for warning the public and controlling any necessary evacuation of population in the vicinity of the establishment where the accident occurred. Yours faithfully, FRANK HOOLEY, House of Commons, May 14.

Attack on MIND official

From Dr. R. D. Thompson

Sir, I must admit to being somewhat puzzled by the extraordinary attack made upon Mr. Tony Smythe, Director of MIND, by Mr. William van Straubenzee MP in the House of Commons on May 14 (Parliamentary Report, May 15). The personal nature of this attack is bewildering. Why, for instance, on the one hand, complimenting MIND as a "magnificent organization with a splendid concept", Mr. van Straubenzee claims that the good work of the organization is being subverted by "professional agitators" whose "plurality appears to be identified solely with the person of the Director, Tony Smythe."

Mr. Smythe's period as Secretary of the National Council of Civil Liberties appears to have been likened to a training course in political subversion. Whether Mr. van Straubenzee concludes from his earlier contacts with the NCCIL that this organization has certain political leanings, or that it is in accordance with his own, seems to me to be totally irrelevant in his assessment of Mr. Smythe's work at MIND over the past seven years.

Furthermore, when Mr. van Straubenzee speaks of a "technique of beating without the resistance" in the process of investigating misconduct in establishments, is he seeking to redress the balance by making accusations about Mr. Smythe's supposed political sympathies? Including what can only be described as a smear campaign aimed at embarrassing MIND and the Department of Health and Social Security, who provide grant aid to the organization?

Mr. van Straubenzee has made it clear that if people play roughly with his constituents, they are to protect their constituents' rights. Mr. Smythe's "constituents" represent a section of the community who are unable to protect their rights without the assistance of organizations like MIND.

Perhaps Mr. van Straubenzee would now care to make his accusations publicly, as David Ennals has intimated, rather than hiding behind the cloak of parliamentary privilege?

Yours faithfully, RICHARD THOMPSON, 6 Albany Terrace, NW1.

Oldest consulate

From Mr. W. W. McVittie

Sir, You published on May 5 an article by Richard Bassett on Trieste in which he states that the British Consulate there is the oldest in Europe. I give below the earliest dates, taken from the Foreign Office List of 1941, when British Consuls were commissioned by the Crown in Europe:

Madras, 1638; Salonica, 1715; Genoa, 1726; Trieste, 1744; Oporto, 1753.

Outside Europe: Basra, 1728; Philadelphia, 1785; Smyrna (Izmir), 1793.

In the reign of Henry VII English merchants appointed an Italian as their Consul in Chioggia, then occupied by the Venetian Republic. In 1581 Queen Elizabeth founded the Levant Company, giving it the right to appoint consuls at its "factories" in the Ottoman Empire. In my birthplace, Smyrna, Mr. Consul Rav (1677 to 1703) presented 2,000 ancient coins and medals to the Bodleian at Oxford.

I am Sir, your obedient servant. W. W. McVITTIE, The White House, Litchner, Sussex.

British Steel's chairman

From Mr. C. T. McVey

Sir, Now that Sir Keith Joseph has admitted that efficient production at British Steel must be paid for, will he extend this principle to consideration of future pay claims by the workforce?

Or will the next step be to import American steelworkers at the "going rate"? Yours faithfully, C. T. McVEY, 42b Albert Park Place, Monpelier, Bristol.

Retaining Britain's nuclear capability

From Lord Greenhill of Harrow

Sir, It is perhaps not surprising that I should agree with Lord Caccia's letter of today (May 13). Some of our official experience is not dissimilar.

Future developments are indeed unpredictable and may be dramatically different from anything anticipated. The present argument is being conducted in the context of Nato and the Soviet Union. What Lord Caccia implied should perhaps be more explicitly said.

The non-proliferation of nuclear weapons is by no means assured. Far from it. It is not difficult to envisage such weapons in the hands of irrational authoritarian regimes whose ideology, anger and ignorance might permit them threatened or actual use. Read Professor Mazur's recent *Bell's* features. Surely a reasonable insurance is necessary for this country.

Yours ever, GREENHILL OF HARROW, House of Lords, SW1.

From Field Marshal Lord Carver

Sir, My former colleagues, Marshal of the Royal Air Force Sir Neil Cameron and Admiral of the Fleet Lord Hill-Norton, have taken me to task in your columns (May 9 and 13) for the views I have expressed about the replacement of our existing submarine-based ballistic missile nuclear weapon delivery system by another, designed to act as both an independent and a strategic deterrent force.

Neither of them have made clear what it is they expect it to deter. Sir Neil's argument is close to that used in this year's Defence White Paper. The reasoning is that, although we had full confidence that (pace Lord Hill-Norton) the United States would use nuclear weapons of some kind if Russia attacked Western Europe, the Russians might think they would not. If we did not possess our own independent force, capable of hitting Moscow when nobody else was using nuclear weapons—or perhaps any weapons at all—against them, the Soviet Union would be prepared to take the risk that, in spite of the deployment of vast numbers of United States nuclear weapons in Europe, she could with impunity launch her forces, conventional or even perhaps nuclear, against Nato. But, although the United States might hang back for fear of retaliation, Britain, as long as she has nuclear weapons, would not. This, in spite of the fact that Russia could obliterate this country with nuclear weapons without affecting her capability for nuclear attack against the United States.

I find that a fantastically unrealistic scenario, as I believe the Russians would also. It is the fear that any form of military adventure against Western Europe could spark off a nuclear retaliation by the United States at any level, and that it could not long be contained at a low level, which deters the Soviet Union from embarking on such a venture.

Lord Hill-Norton's argument appears to be different. It is that such a force protects our own vital interests against threats, blackmail or actual force, either against us alone or, in the last case, against our European allies as well. The last case is covered by Sir Neil's argument. I find it difficult to argue what the vital interests which are peculiar to this country, not shared by the United States and our European allies, which are threatened or likely to be by the Russians, and action against which she could

realistically fear would lead us to contemplate committing national suicide.

The arguments put forward by these distinguished ex-Chiefs of the Defence Staff are only a few of those which have been used over the years to justify the continuance of our capability to design and produce our own nuclear weapons. For that is the real point at issue. It is because, as both these officers have pointed out, there seems to be little justification for it, unless we insist on the necessity for independence; and, as Sir Neil points out, that there is no point in having an independent force which has not got a strategic capability, that successive governments have continued to accept the policy, although Labour administrators have always played down both the independent and the strategic attributes.

I can conceive of no circumstances in which it would be right, responsible or realistic for the Prime Minister of the United Kingdom to authorize the use of British nuclear weapons, when the President of the United States was not prepared to authorize the use of our US nuclear weapons; nor do I believe that the Russians would believe it to be realistic assumption that he or she would.

Why do I not therefore follow the logic of my ex-colleagues and advocate what Lord Hill-Norton describes as "unilateral nuclear disarmament"? For the very reasons that I have just mentioned. Successive British governments whatever their political colour. Because of the profound political impact it would have—in this country, among our allies, on our potential enemies and in the world at large. Certainly, as Lord Carver has pointed out, a nuclear capability, if it would symbolize a renunciation of power and influence, a desire to step out of the front line, to shoulder less responsibility for the burden of dealing with the world's problems.

I see no military need for us to have our own nuclear weapons: the Navy and the Air Force could, as the Army does and as they do already in some cases, man delivery systems with American warheads, of which the US holds the key. But I recognise the profound political impact of a positive decision to opt out. I believe therefore that we should continue with our own, regarding them, as our allies in fact do, and as the RAF-manned systems now are, as *theatre weapons systems*. If the time comes, as I hope it will, when real progress is made in nuclear weapons systems, but in reducing them and all other nuclear systems (certainly not abolishing them), our willingness to renounce our capability to produce our own could possibly contribute to progress in that field. Today it would not contribute to a reduction in the number of nuclear weapons in the world.

The argument Lord Caccia puts forward in his letter (May 15) seems to me to be beside the mark. I cannot see how the possession by us of an independent nuclear force could be a deterrent to the events he mentioned: the strength of our conventional forces would surely have been more relevant. Yours faithfully, CARVER, House of Lords, SW1.

A gift for democracy

From the General Secretary of the Transport and General Workers' Union

Sir, Bernard Levin gets it wrong again (May 6), so perhaps I'd better explain how the decision to give £5,000 to the *Morning Star* on its fiftieth anniversary was bung in line with democracy in the Transport and General Workers' Union, resulting from one of the most authoritative democratic councils in the country (our own biennial delegate conference) and the democratically elected Finance and General Purposes Committee of the TGWU on which, incidentally, only elected lay members have any vote, and properly so.

No, Bernard, it wasn't a sudden, secretive lashing out to the left, as you seem to have seen it. It was generous in spirit, in line with the existing policies of support for labour movement newspapers (and also to their respective trade advertising struggles which big business has over the regular press), and a key point, which you may have wished, it was fraternal and generous in spirit. Surely these are not such bad instincts to have in this tight, back-to-the-wall national mood engendered by the Tory Government?

And that key point in Bernard's argument that we should have run a referendum (setting aside the democratically decided rule book of the union, of course) is utterly silly; the postage and administration would have cost as much as the original donation!

But, as usual, Bernard builds a mountain—a shaky one—out of a molehill and really wants to convince Times readers that TGWU leaders are "stupid", along with the underlying assumption that we lack imagination and breadth of judgment.

Can I put the record straight on that one? In the recent past, the union has

made a number of imaginative decisions, much bigger in importance than the £5,000 for the *Morning Star*. We have responded to the liquidity problems of the Labour Party by bringing forward our own £200,000, and giving our affiliation level to something like a total of £400,000 per annum.

We have also been initiators of financial measures to provide the Labour Party with new headquarters, and have invested in a superb holiday and education centre at Eastbourne for our members involving an initial outlay above £2m. We have responded to the problems of members (in coming to democratic committee) finding reasonably priced accommodation in London hotels by buying a hotel at £600,000 in Lancaster Gate.

And, incidentally, we run a newspaper, albeit only once a month, which has a circulation direct to members of the union, and is running over 400,000 and mounting monthly. That's a better readership than the quality paper for which Bernard writes!

So, at the end of the day, is it fair or reasonable or intelligent of Bernard Levin to rant and rave so much about the TGWU and democracy and alleged "stupidity" and lack of imagination (in democratic leadership)?

I think it is plainly not so. May I add that I am not especially worried about Bernard Levin devilling away at molehills, since I am quite confident that, in a patient and imaginative way, the TGWU is building mountains and that, I think, is what is important for the TGWU's membership, which despite unemployment and redundancies, is still well over the two million mark. Yours faithfully, MOSS EVANS, General Secretary, Transport and General Workers' Union, Transport House, Smith Square, SW1.

conclude his many talks on this subject with the same remark: it was to the effect that, despite historic rivalries, Britain and France had to stick together through good and bad times, otherwise there could be no future for Europe.

The presence among us today of these distinguished Frenchmen (including two ex-Prime Ministers) is, I believe, a living testimonial to the truth of my late headmaster's vision.

I am proud that we have been able to welcome them to London and thank them for having made the journey. Yours faithfully, JAMES HADLEY, 2 Clarendon Close, W2.

Implications of the TUC day of action

From Sir Peter Garrow

Sir, Now that the day of action has happened—or not happened—politicians and others will be thinking about its implications. If the general reaction is merely to exult over the failure of an ill-conceived initiative, then a great opportunity will have been lost.

Mr. Len Murray, on this morning's (May 14) Today programme, said something to the effect that he hoped the long term result would be that the Government would be induced to enter into a dialogue with the trade union leadership about the future of industrial relations. But with the present trade union leadership that is out of the question. Quite apart from their other shortcomings the Trades Union Congress have shown themselves to be largely out of touch with the thoughts, feelings and wishes of their membership. It is as a result of this non-eventuality that could happen that would bring about the emergence of a trade union leadership really representative of, and in touch with, the rank and file, then surely the Government would want to have close and constructive contacts with that leadership. There has been too much confrontation in industrial relations in recent years, and for that no one is free from blame but the TUC bears a heavy responsibility.

I well remember how in Germany, after the war, once currency reform had been carried through, all sides of industry, management, workers and trade union leaders realized that the recovery of Germany depended on cooperation, not confrontation. The result was the *Wirtschaftswunder*, the economic miracle, which is the basis of Germany's prosperity today. We could have our own economic miracle if we could only learn the lesson and draw the right conclusions. Yours sincerely, PETER GARRAN, Roanoke, Bosham Hoe, Sussex, May 14.

Israel and Unesco

From Mr. Arthur Rubenstein

Sir, Please allow me to strongly object to Yehudi Menuhin's complaint (letter, May 9) that my criticism of the fact that the President of the Music Department of Unesco was calumny.

I, for one, feel deeply offended by the injustice of the world towards Israel. After having tolerated the holocaust, instead of feeling any remorse, it resented the fact that the survivors tried to recover the land which was theirs since thousands of years. It took three crucial wars to allow them to settle in their old country with its beloved capital, Jerusalem, where Unesco interfered with their excavations, which they had a perfect right to carry out and which were very important for humanity; not unlike the discovery of Tutankhamun's tomb.

The so-called "occupied" territory makes me laugh. It is the oldest biblical Jewish homeland where Abraham, Isaac and Jacob are buried, and it was simply reconquered. It would take a page to describe occupied territories in many well known countries. I do not deny anybody the right to have different opinions, but I was deeply hurt and disappointed that my colleague with his beautiful biblical name, Yehudi Menuhin, who was honoured to be President of the Music Council of Unesco and whose voting or not voting with them is irrelevant, not only showed no sign of disapproval but publicly maintained that Jerusalem should not be the exclusive capital of Israel.

He and I had it out in letters to *The New York Times* and *Le Monde* of Paris, where he made his position abundantly clear. The word calumny is a term which I cannot allow him to use. As I can say is that he is a fine musician, a great worker, an original stylist of the English language, but in my opinion a bad Jew.

Yours faithfully, ARTHUR RUBENSTEIN, 22 Square de l'Avenue Foch, Paris 75116, France, May 12.

Canute was right
From Lord Killoran
Sir, I am surprised to see that Mr. Denis Healey has joined the ranks of those who misread history—as shown by his recent gleeful comparison of Mrs. Thatcher with King Canute (for Canute).

It was not Canute who said that the laws of nature would not apply; but rather the various woolly-thinkers, courtiers, sycophants, et al. who seemingly were in vogue then, as now in the "councils of state".

What Canute said and proved, was that no government, however wise or strong, can alter the forces of nature. One could say that Mrs. Thatcher is having her feet wetted at the moment; but perhaps she is proving something that Mr. Healey cannot comprehend. Yours faithfully, KILLORAN, 6 Trevor Street, SW7, May 11.

Confused oracle

From Mr. C. E. Vafopoulos-Richardson

Sir, Judging by Mr. Levin's article on the Parthenon (May 13), it would appear that the change of government in Athens has had theological repercussions! If Apollo is now firmly established on the Acropolis, has Athena migrated to Delphi?

Next time Mr. Levin goes to Greece perhaps he should remember to take not only his hat but also his glasses, so that he can see which Greek temple belongs to which deity. Incidentally, since when has Apollo had access to that ultimate deterrent, the thunderbolt of Zeus?

Yours sincerely, C. E. VAFPOULOU-RICHARDSON, Jesus College, Oxford, May 13.

Living with the law

From Mr. James McClure

I so appreciated the amount of acc given to my new book *Spike and the Portraits of a Police Division* (The Times, April 12) it seemed almost a pity to point out that at Philippa Toomey's article had appeared with half a vital sentence missing. But as this is now proving to be a damaging omission, I am grateful for an opportunity to set the record straight.

The article said I had promised a police officer that I'd remove anything which might cause grave "harassment" from their transcripts. In fact I promised to remove such after from those transcripts where a speaker could be identified, and at I'd use it elsewhere in the book in a strictly anonymous context.

Indeed some of Spike Island's most revealing insights occur in the transcripts attributed simply to "a bobby", and this was how one officer felt able to admit a theft while another freely criticized racism in his/her colleagues. So far from being a pledge to suppress compromising material, my promise was intended to have quite the opposite effect to that implied in *Living with the law on Spike Island*. Yours sincerely, JAMES MCCLURE, 14 York Road, Headington, Oxford.

Future of N Ireland

From Mr. Niall O'Reilly
Sir, I refer to Mr. Baxter's letter (May 12) in which he argues that only two things will solve the prob-

INTERNAL MEMORANDUM

To: THE FINANCIAL DIRECTOR
 From: HEAD OF ACCOUNTS
 Re: EXPENSE ACCOUNTING

I would like to bring to your attention the situation in the Accounts Department regarding Expense Accounting.

Frankly, the job is a tedious one of the

The administrative time and effort involved in handling the cash advances, travel cheques, foreign currencies, bills and petty cash vouchers would be better spent on profitable business.

I have recently investigated the possibilities of company charge cards and would strongly recommend issuing a Company Barclaycard to each member of staff who regularly submits expense claims.

Not only would this greatly reduce paperwork, it would provide stricter control over expenditure that, when and why.

Could you please ask your secretary to ring me so that we can fix an appointment to discuss this in more detail.

Incidentally, could you also ask her not to hang up if I don't answer immediately, as it takes me some time to find my telephone.

Over 10,000 companies already use the Company Barclaycard system. To find out why, post this coupon to: Company Barclaycard, Department C, Barclaycard Centre, Northampton NN1 1SG. Or phone Northampton (0604) 21100 ext. 2160.

Name _____
 Position _____
 Company _____
 Address _____



Company Barclaycard.

THE TIMES

BUSINESS NEWS

هكذا من الأصل

LAING
make id cast take shape

Stock markets

FT Ind 437.8 down 2.2
FT Gilt 67.67 down 0.17

Sterling
\$ 2.8005 up 120 cents
Index 73.5 up 0.4

Dollar
Index 85.3 up 0.1
DM 1.7955 up 68 pts

Gold
\$518.50 down 57

Money
3 month sterling 47-174
3 month Euro \$ 104-104
6 month Euro \$ 104-11

IN BRIEF

Iranian oil buyers restricted to five banks

Iran has told buyers of its oil that they can open letters of credit only with five banks, according to an Iranian official. The move comes ahead of a move to restrict Iranian oil sales to five banks, which are expected to be announced this weekend. The banks are not likely to be the same as those which have been used to buy Iranian oil in the past. It is believed still to be London banks and there is no official confirmation of this from the National Iranian Oil Company or the Iranian Ministry of Oil. It is a Swiss, an Austrian, an American and a Swedish bank are believed to have been picked. The Iranian central bank for new letters of credit.

Board post

Mr Austin Bide, chairman of Bide Holdings, who has been in non-executive director of BL, will meet the board on Monday. The board meeting report, page 20.

Rowing banks

Mr Geoffrey Howe, the Chancellor, said in answer to a question yesterday that the Government has no intention of setting up a new bank for state industries.

Need for more flexibility, page 21

Disconduct found

Stock Exchange investigation into share dealings in toy group has found misconduct. The investigation found that the company had failed to disclose certain information about its shares.

China in World Bank

The People's Republic of China has formally become a member of the World Bank. The bank's board of directors has approved the move.

Aircraft jobs

Learfan, the company which is Northern Ireland's largest manufacturer of aircraft, has announced a recruiting drive. The company is looking for experienced engineers and technicians.

Water authorities face referral to the Monopolies Commission

By Derek Harris
Commercial Editor

More regional water authorities are to be referred to the Monopolies and Mergers Commission because of "water rate increases", the Prime Minister told the House of Commons yesterday.

The Severn-Trent Water Authority has already been referred because of what Mrs Sally Oppenheim, Minister of Consumer Affairs, described as "widespread consumer concern about the charges levied by water authorities".

Depending on the terms of reference in the further investigations, the Government could order that any adverse effects found by the Monopolies Commission be remedied. That might include either a pegging of water rates or even a reduction.

Mrs Thatcher was answering questions in the House of Commons about the level of pay settlements by water authorities in England and Wales. She said that the levels of settlements in private manufacturing industry had been generally lower than in the public monopolies sector—including the water authorities. After the referral of Severn-Trent, the Prime Minister said, "it is the intention to refer other water authorities to the Monopolies Commission".

There has been increasing criticism about rises in water rates this spring; some have been well in excess of 20 per cent. The Severn-Trent authority was chosen as a case study because of its size and its supply of water and services to more than 8 million people in the Midlands, parts of Wales and the West Country.

Because of the controversy over water rates the Government may make more referrals before the findings of the Severn-Trent investigation are known.

This will take probably six months, with a three-month extension if the Monopolies Commission needs the extra time.

It looks unlikely that the largest water authority, the

Thames authority, would be referred for investigation because it has already been examined by the Price Commission.

But there has been considerable criticism of rate increases of about 28 per cent in the Southern Water Authority's area. Mr Tom King, Minister of State for Local Government, has already met the Southern authority as part of a series of meetings aimed at examining their efficiency.

He told the Commons earlier this month of his concern at Southern's high manpower levels and water rate increases in recent years. He was given an undertaking by Southern that it would reduce manpower levels.

But because of the work involved in the Monopolies Commission it is likely that only those authorities attracting the most criticism on rate increases will be referred.

The Monopolies Commission has already been asked by the Government to investigate British Rail's South-east commuter services and the operations of the Central Electricity Generating Board.

Mr Gordon Borrie, Director General of Fair Trading, is expected to announce within a few weeks a first batch of four individual company investigations for the Commission under the new Competition Act.

This spring's steep water rate rise follows three years of average increases of 16 per cent. But one of the reasons for the increases has been authorities moving towards sales, mandating from April next year, which fix the price of water in direct relation to the cost of provision to the customer.

From 1978 domestic water bills have also included the cost of sewerage and waste disposal. The authorities have also lost the government support grants. Water authorities, which are self-financing, also carry heavy interest charges.

But the authorities have increased their borrowing, particularly in administration. This and other operating costs, along with their general level of efficiency, are likely to be the focus of the investigations decided on later.

Way cleared for Grand Met and Imperial Group to seal United States takeovers

By Our Financial Staff

British companies appeared to have concluded the big take-over bids in the United States yesterday. Imperial Group, the tobacco, beer and food company, said that it will go ahead with its £275m acquisition of Howard Johnson, the hotels and restaurant chain. Grand Metropolitan, meanwhile, seemed near to success with its increased £248m offer for Liggett, the cigarettes and drinks combine.

Imperial's decision ended six weeks of uncertainty. The British group first announced its plan to buy Howard Johnson last year, but at its annual meeting in March, Sir John Pile, the outgoing chairman, appeared to cast doubts on his

company's willingness to go ahead. Yesterday, Mr Malcolm Anson, Imperial's new chairman, wrote to Mr Howard Johnson, the founder and chairman of the "Ho Jo" chain, saying that his board had completed its final review of the proposed merger and had unanimously agreed that "all necessary action should now be taken to complete the transaction as soon as possible".

Imperial's price in London lost 2p to 764p. There is scepticism about the deal and the price the British company is paying. In New York, however, the Howard Johnson share price recovered swiftly towards the 528 a share offered by Imps. There had been fears that Imps

might at least try to negotiate new, lower terms even if it decided against pulling out of the deal.

Grand Metropolitan raised its cash tender offer from \$415m (£180m), or \$50 a share, to \$570, or \$65 a share, and Standard Brands, another United States consumer product drinks and food group with which Liggett planned to merge, lost no time in quitting the contest.

Standard emerged as a White Knight to the rescue of Liggett from Grand Met a week ago. The boards of the two groups then agreed for Standard to make a cash tender of \$65 a share for Liggett's common stock, but only for 45 per cent of it.

Mr F. Ross Johnson, chairman of Standard Brands, congratulated Grand Met "on the apparent purchase of a fine American enterprise".

Liggett had fought Grand Met through the courts of Delaware, New Jersey and North Carolina, in efforts to stall its offer, and in pursuit of a policy of selling assets, sold its Austin Nichols drinks division to the French business, Pernod Ricard.

Grand Met refused to be deterred, however, from its object of safeguarding United States outlets for its J and B whisky, the best selling Scotch whisky in America.

Financial Editor, page 21

Output at BSC 20 pc below norm

By Peter Hall
Industrial Editor

British Steel claimed last night that the recovery it has made after the damaging 13 week strike, had been better than expected.

Last month—the first full month of production since the strike was resolved—a total United Kingdom steel production averaged 247,100 tonnes a week. This includes production at BSC and companies represented by the British Independent Steel Producers' Association.

However, because of the strike, weekly average output was well down on the output achieved in April last year of 464,800 tonnes.

The stoppage also affected some private sector steel plants in the first three months of this year. Production at BSC plants returned to normal working early last month but, by the end of April, the BSC said its production was running at more than 80 per cent of the pre-strike level.

During the third week of April, British Lloyds works in South Wales which—within the Port Talbot plant—is faced with substantial labour cutbacks later this year—greatly increased its deliveries of sheet and coil to customers.

At the House of Commons last night the Government introduced its plans for lifting BSC's borrowing limit by £750m to £5,500m. This is seen as the first step towards the eventual reconstruction of the corporation's balance sheet.

Fed chairman expects faster money growth

From Frank Vogl
Washington, May 15

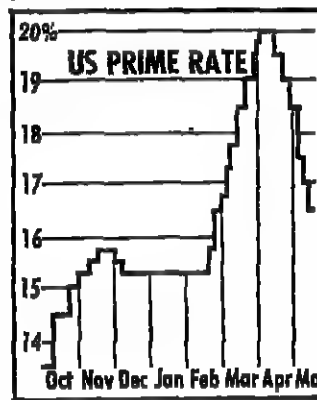
Mr Paul Volcker, the chairman of the Federal Reserve Board, said today that he expects a faster rate of money supply growth, stressing that the sharp fall in the money stock in April was partly due to the annual tax collections by the internal revenue service.

He said that he would expect the money supply growth rate "to move higher in time," but he cautioned that it is not difficult for the Fed to hit exactly its money stock growth target rates month by month. "I do not want to attach too much significance to any one month," Mr Volcker added.

Bankers Trust in New York and several other prominent banks today cut their prime rate to 16½ per cent from 17½ per cent. Morgan Guaranty was the first bank to go to 16½ per cent earlier this week.

Mr Volcker and Mr Anthony Solomon, the president of the New York Fed, have gone to considerable lengths in speeches in the last two days to indicate that the Fed is determined to attain its declared annual growth targets for the money supply which are below the growth levels seen in 1979.

At the same time they have stressed that it would not be inconsistent with this aim if there was some easing in credit restrictions and some increase soon in the money stock.



Mr Volcker's money supply comments were made at a congressional hearing today after a speech yesterday in which he declared that the time might be approaching when some of the mid-March consumer credit restrictions could be eased.

He said he did not want to leave the impression that the Fed favours credit allocation in any form, but he believes that there is a chance that prolonging the life of the special measures could be counterproductive.

Mr Solomon observed earlier this week in New Jersey that the Fed must withstand pressures to switch to an overly expansive posture.

"The Federal Reserve should be careful to maintain not only the substance of monetary discipline, but the public's perception of that discipline until the inflation psychology is eradicated," he said.

Alfa Romeo venture with Nissan approved

Rome, May 15.—The executive committee of IRI, Italy's state industrial holding company, has approved a restructuring plan for Alfa Romeo, the state-owned car manufacturer. This essentially endorses the proposed joint venture between Alfa Romeo and the Nissan Motor Company of Japan.

Approval of the plan could prove to be the first critical test for Italy's new governing coalition of Christian Democrats and Socialists, the first such government in six years.

With the go-ahead from IRI, the venture must be approved by the Italian government and parliament before finally coming into effect. Signor Giovanni De Michelis, the Italian industry minister, and the first socialist to hold the portfolio, has said publicly that he would support the proposed joint venture if IRI approved it and would resist if the government did not endorse IRI's decision.

Signor Clemente Mastella, the Christian Democratic deputy and secretary of the parliamentary committee on state industry, yesterday called for a hearing with Fiat, Italy's largest car maker, to evaluate and compare its proposals for Alfa's recovery with those of Nissan.

The request, which was put to Signor Francesco Principe, the committee's socialist chairman, urged the government to investigate the issue thoroughly and to resist pressure for a quick decision.

Fiat has strongly opposed any deal between Alfa and Nissan on the grounds that it would open the Italian and European Community car markets to fresh penetration by highly competitive Japanese producers.

Alfa management, for its part, has repeatedly claimed in the past that no other proposal offers advantages equal to those of the Nissan plan. Therefore, observers say, unless Fiat alters the terms of its offer significantly, the road will be clear for the Alfa-Nissan venture.

The plan approved by IRI, Alfa's parent company, aims at returning Alfa Romeo to profitability within the next 10 years and includes provisions that would allow Alfa collaboration with foreign car companies, which implicitly sanctions the Alfa-Nissan venture.

Moreover, the IRI plan outlines in detail terms of the type of joint venture needed for Alfa's recovery which correspond to the terms of the proposed Alfa-Nissan plan. A.P. Dou Jones.

False labels on Chinese textiles, union claims

By Derek Harris
Commercial Editor

Chinese made garments like shirts and blouses are being falsely labelled as made in Hongkong, bringing another low-price textile threat to Britain's garment makers.

The National Union of Tailors and Garment Workers (NUTGW), worried over rising British redundancies and short-time working, are so incensed by the Chinese action that they have appealed for action from Sir Murray MacLehose, governor of Hongkong.

There is increasing evidence of false labelling of goods being used to avoid quotas on Chinese textiles, according to the NUTGW. Hongkong textile houses are also involved in the trade, it is claimed.

This is why Mr Alec Smith, general secretary of the NUTGW, has written to the governor of Hongkong asking for an urgent inquiry into the extent of false labelling of garments.

Fears about the extent of false labelling of Chinese goods emerged earlier this year when the NUTGW warned the British Government and the Hongkong authorities that reports were coming in of jeans made in China and labelled as coming from Hongkong, being exported to the United States.

Since then a Hongkong garment maker has been fined in the colony for falsely declaring that Chinese-made blouses originated in Hongkong.

"It looks as if we are seeing the tip of an iceberg," Mr Smith said. "This fraudulent trade is a contributory factor in the decline of the clothing industry in the developed world."

Some 15,000 jobs have been lost in the British clothing industry since the start of the present recession and a further 15,000 workers are at present on short-time, Mr Smith said. The Department of Trade has taken the view that even if false labelling of Chinese goods escapes restrictions on Chinese imports they are still caught by restrictions on Hongkong imports.

The NUTGW agrees with this but argues that there is still an effect on the British industry because the Chinese goods are made more cheaply than those in Hongkong.

Genuine Hongkong goods have been rising in price, reducing their competitiveness in the British market, but the Chinese goods widen the competition gap again, the NUTGW says.

False labelling could pose a problem for the Hongkong government because of doubt thrown on the reputation of the colony's certificates of origin, Mr Smith says.

It could add strength to those arguing for harsher restrictions on textile imports, although the NUTGW itself regards such arguments as "unrealistic," he added.

The Hongkong government had earlier argued that it has been increasingly vigilant in policing false labelling practices. It has made increasingly good commercial sense for joint ventures between Hongkong companies and China to be set up under which machinery and expertise is supplied to China goods can be manufactured there at much reduced labour cost.

Last year women's and girls' dresses made in China were landed in Britain at an average of £4.53 each compared with £13.53 for similar goods from Hongkong and £8.39 for dresses originating in India, according to the NUTGW.

Tightening of ship safety rules expected

By Michael Bailey
Shipping Correspondent

Tougher measures against substandard ships are expected, after a series of top-level meetings between maritime interests and senior ministers in Brussels and various West European states.

The aim is to get Europe to follow the United States and Japan in taking firm action against substandard ships which call at its ports to collect or deliver cargo. Standard practice worldwide until recently has been to leave it to travellers' "flag state" to enforce safety standards on ships flying their flag.

Despite recent efforts to improve matters, some of these flags, notably the flags of convenience, are recognized to be unable, or unwilling, to enforce standards acceptable elsewhere.

Shipping leaders have hesitated so far to encourage "port states" to act against visiting ships for fear that this kind of ad hoc policing could get out of control. Now, these same leaders, along with governments and see Intergovernmental Maritime Consultative Organisation, the United Nations' maritime arm, accept this is the way to raise standards quickly.

Pension funds seek full time director-general

By Ronald Pullen

A full-time, paid director general is to be appointed by the National Association of Pension Funds (NAPF) for the first time in its 50-year history.

The move is intended to provide the association with a much stronger voice to represent the interests of its 2,100 members in future discussions within City and government circles now that the spotlight has been turned on the activities of the £40,000m pension fund movement.

It is no coincidence either that the appointment has been announced just ahead of the Wilson Committee report on the workings of the financial system. The committee, which is expected to publish its findings next month, has focussed much of its attention on the power and apparent lack of accountability of the pension funds.

Pension fund leaders have become increasingly concerned about the possibility of some state direction of institutional investment. Although this has been rejected by the Conservatives in office, a minority report from the committee is expected to recommend that up to 10 per cent of institutions' annual £3,500m cash flow should be diverted to help finance a National Investment Bank.

There are no immediate candidates for the job, which was announced yesterday by Mr Michael Pich, chairman of the NAPF, at the opening of the association's annual conference in Brighton.

The salary is likely to be up to £40,000, to reflect the status the association attaches to the job. The NAPF decision contrasts strongly with the Building Societies Association, which has often discussed the need for a full-time director general but has chosen to remain with a part-time chairman to lead the movement.

Delegates to the conference will today discuss two important papers from the NAPF council. Both are aimed at improving self-regulation of pension funds, where legislation is patchy, to head off the threat of statutory regulation.

The first proposal is for a code of practice to provide pension fund members with a higher and more uniform standard of information about occupational pension schemes. The code covers statutory requirements and sets down further information which it regards as a "minimum" standard for all schemes.

The code suggests ways of simplifying and improving information to members of pension funds, especially on the problems involved in leaving a scheme before retirement. A "desirable minimum" is that members should receive an annual trustee's report covering the audited accounts, details of

investments and an actuarial report. The second paper, which has been put forward as a discussion document only because of its more controversial nature, deals with the participation of members in the operation of pension funds. Recognising the difficulties of increased participation, the NAPF council nevertheless argues that it would improve employee relations and promote a better understanding of the workings of pension schemes.

Such proposals fall a long way short of the kind of reforms pension fund critics have been calling for. In particular pension fund accounting is widely regarded as inadequate with no requirement for funds to present annual audited reports.

There is concern also about the practice of pension funds investing too heavily in the shares of their own company and in some cases lending directly to the company.

New mood after furious battle to stay independent

Bowring tees up for takeover

One of the world's biggest insurance brokers, Marsh & McLennan, could soon be nestled between London Provident United and Minet Holdings in the morning paper stockmarket quotations to the thinly designed chagrin of some traditionalists in the London insurance market.

It seems certain that the group will succeed in its £240m takeover bid for C. T. Bowring. Then about 24 per cent of the American group's equity will fall into British hands.

As if to avoid looking too much like the cuckoo in the insurance nest, Marsh plans to split its heavyweight S56 shares in two and offer British investors bearer depositary receipts representing one-tenth of the value of each Marsh ordinary.

That should provide a more manageable price of around 150p, a Marsh executive said yesterday, presumably more in hope than in certainty; 150p would equal a New York price of something like \$68.

But Marsh is putting on an impressive show in tying up loose ends, after winning support for its bid from the British group's directors.

Mr John Regan chairman of Marsh had breakfast with stockbrokers in London on Wednesday and yesterday he treated shareholders of Bowring to a talk and slideshow aimed at proving the merits of sticking with the combined group.

At a lunch with the press Bowring directors continued the theme that all was now sweetness and light between the two camps. Just two months ago Bowring was fighting furiously for independence, declaring that a Marsh takeover would lead to the complete domination of London and Lloyd's by American groups.



Mr John Regan: treated shareholders to slideshow.

Lunch, though, was taken with one eye on the clock as the Bowring directors at least had other important business to attend to. Keeping the spirit, if not the corporate body, of the British insurance broker alive, the Bowring men were off to Highgate Golf Club for their annual Stableford tournament.

One Bowring executive said somewhat sheepishly: "We have got to get as many games in as possible before Jack [Regan] takes over. He does not play you see."

In Britain, where brokers claim to do a lot of their dealing from tee to green, that could sound like a black mark against Mr Regan. But as the Bowring man added: "There aren't many golf courses in Manhattan."

Richard Allen

AUTOMOTIVE PRODUCTS LIMITED

| Year ended 28th December | 1979 | 1978 | 1977 |
|------------------------------------|-------------------|-------------------|-------------------|
| Turnover | £000's 196,699 | £000's 179,425 | £000's 159,844 |
| Profit before tax | 12,633 | 15,131 | 13,598 |
| Profit after tax | 14,362 | 13,306 | 6,258 |
| Total dividend (paid and proposed) | 3,1778p | 1,52085p | 1,36195p |

* The appalling weather and the transport drivers' strike affected trading in the first quarter, but the prolonged AUEW strike in August was still more damaging resulting in a loss of profit to the group in excess of £3 million.

* Whilst domestic original equipment sales increased by only 3.2%, exports to the E.E.C. rose by a substantial 37% and total exports by 30.5%.

* Total turnover of the replacement parts and distribution divisions increased by 13%, good export growth being offset by relatively flat sales in the home market.

* A brand new factory is under construction for the filter division, representing an investment of approximately £15 million.

* No one questions that 1980 poses daunting problems and the achievements of continued real growth by the AP Group will demand a high and sustained effort by the entire workforce.

John T. Panks — Chairman.

Annual General Meeting: 12th June — Grosvenor House Hotel, London.

LEAMINGTON SPA: WARWICKSHIRE

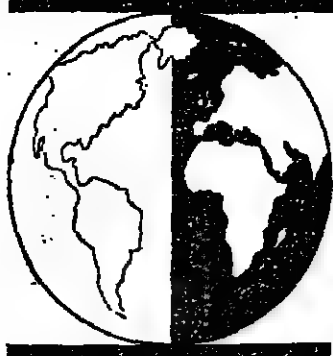
Manufacturers of LOCKHEED BRAKES, BORG & BECK CLUTCHES, LOCKHEED STEERING & SUSPENSION, AP FILTERS, AP SILENCERS, AP AUTOMATIC TRANSMISSIONS, AP PRECISION HYDRAULICS, AP FRICTION MATERIALS, AP PRESSINGS, AP RUBBERS AND AP SPRINGS.

PRICE CHANGES

| Commodity | Unit | Price |
|----------------|-------------|-------|
| plum Blde | 5p to 70p | |
| starry Oils | 8p to 157p | |
| diens | 3p to 44p | |
| ampton Gold | 15p to 293p | |
| st Lloyd | 17p to 239p | |
| alls | | |
| Sugar | 8p to 198p | |
| uless Capel | 7p to 149p | |
| woods | 12p to 238p | |
| in Accident | 14p to 242p | |
| up Chem Ind | 16p to 388p | |
| MIN Blde | 5p to 196p | |
| Pullman R & J | 3p to 40p | |
| Portugal Tel | 8p to 302p | |
| Uni Scientific | 12p to 515p | |
| Welkom | 20p to 506p | |
| IC Gas | 8p to 842p | |
| Lasmo | 12p to 658p | |
| San Alliance | 18p to 576p | |
| Ticetrol | 8p to 360p | |
| Yack Trailer | 2p to 22p | |

THE POUND

| Commodity | Unit | Price |
|--|-------|-------|
| Australia \$ | 2.08 | |
| Belgium Fr | 2.02 | |
| Denmark Kr | 2.02 | |
| France Fr | 69.75 | |
| Germany D | 2.71 | |
| Italy Lira | 13.21 | |
| Norway Kr | 12.66 | |
| Spain Ptas | 8.40 | |
| Sweden Kr | 8.40 | |
| Switzerland Fr | 2.34 | |
| USA \$ | 4.27 | |
| Yugoslavia Dnr | 4.27 | |
| Notes for small denomination bank notes only, as supplied yesterday by Barclays Bank International Ltd. Different rates for travellers' cheques and other foreign currency business. | | |
| Canada \$ | 1.13 | |
| East Germany M | 1.13 | |
| East Germany P | 1.13 | </ |



Japan posts a \$2,005m trade deficit for April

Japan had a customs-cleared trade deficit of \$2,005m (about £887m) in April, widening from a \$1,075m deficit in the preceding month, the finance ministry has announced in a preliminary report issued in Tokyo.

Dollar-based exports showed an annual gain of 26.6 per cent to \$10,035m and were below March's exports of \$10,711m. Imports rose 44.7 per cent to \$12,038m and were ahead of \$11,785m in the previous month. Seasonally adjusted dollar-based exports gained 6.9 per cent in April to \$10,134m from March's adjusted \$9,480m. Imports gained 7.9 per cent to \$12,133m from \$11,241m in March.

Need to diversify

Arab countries' financial investments need to be diversified to help insulate international banks from politics, Dr Jawad Hashim, the president of the Arab Monetary Fund has said in Abu Dhabi.

Finnish prices rise

Finland's consumer price index was 126.7 (1977=100) in April, up 1.9 per cent from March and up 10.7 per cent from a year earlier, the Central Bureau of Statistics says in Helsinki. The rise was caused mainly by higher prices of food, clothing and travel. Inflation this year will be well over 10 per cent.

Sweden counts cost

Sweden's new central wage pact, agreed last weekend, could add 1,000m to 1,500m crowns (£105m to £152m) to this year's trade deficit, the national institute for economic research says in Stockholm. In April the government forecast the deficit would be 7,060m crowns.

Peak capacity

Capacity utilisation in West German manufacturing industry, at a seasonally adjusted 85.9 per cent in March, is likely to have reached its peak, according to an economic survey conducted by IFO Institute for economic research in Munich.

Mixed response over scheme to counterbalance union power

CBI council to debate strike fund

The Confederation of British Industry's controversial strike fund proposals are due to have what Sir John Greenborough, its president, describes as a "second reading debate" next week. However there is no clear indication about what, if any, decision will result.

The 400-strong council can either reject the scheme or, more likely, having aired its feelings it can defer a decision for another month.

Preliminary soundings reveal a mixed response. Skepticism about the practicalities of such a fund being able to pay out enough to make membership worthwhile are being weighed against a desire to provide tangible evidence that employers will work together to counterbalance union power.

There are also those who will argue that the new clause limiting secondary industrial action which has been introduced in the Employment Bill after the strike fund was last discussed by the council will make the scheme unnecessary.

The counter argument to this is that the clause, even in its revised form, still leaves large gaps which could be filled by the strike fund.

The new clause is designed to

limit secondary industrial action by making illegal actions which interfere with commercial contracts, except in some circumstances. It will not, however, effect action by employees against their own employer, nor will it have much impact on unofficial strikes.

The type of scheme envisaged by the CBI's balance of power steering group, chaired by Sir Alex Jarratt of Reed International, is a mutual fund open to all private sector members. It would pay between 50 and 75 per cent of standing charges such as factory and office overheads to member companies if they were hit by a strike.

Individual premiums would be worked out on the basis of these standing charges. Premiums would also vary, depending on a company's industrial relations record and its vulnerability to stoppages.

No payments would be made for the first seven days of a closure and the insured company would be expected to bear a proportion of the subsequent costs itself.

The fund would be owned by an insurance company which would be the property of members of the fund. The fund would be based outside Britain,

probably in Guernsey, in order to avoid legal complexities which would otherwise delay the starting date. The CBI hopes to establish the fund this autumn.

The proposals have been painstakingly formulated by the steering group working with a consortium of insurance brokers including C. T. Bowring, Gault Armstrong and Kemble, Hogg Robinson, Sedgwick Forbes Bland Payne and Willis Faber.

Detailed consultations have taken place with regional CBI council members. A survey was made of 150 industrialists from some 120 companies. It revealed that one-third wanted to know more and several said definitely they were prepared to join.

All concerned however emphasized that the plan can only succeed if it attracts a sufficient spread of strike-prone and dispute-free organizations.

Previous strike compensation schemes in the United Kingdom have been confined to specific industries which prevents the risks being spread.

The Engineering Employers' Federation has been operating a strike fund since 1923. However the finance, estimated at over £4 million, would be a drop in

the ocean in a full scale national dispute.

Newspapers and shipping companies have also run schemes with limited success.

The CBI's argument for its scheme is that it would have a much better chance of success since it would operate across a spread of industries and types of company.

Supporters, however, regard its psychological impact in demonstrating management solidarity to be as important as the financial gains: the fund would boost employer morale and dispel the unions.

Critics have replied that this in turn could provoke longer strikes and generally disrupt industrial relations.

It is difficult to gauge the effect developments such as the steel strike (when employer self-help in pooling supplies certainly helped to cushion the impact) have had on attitudes since the CBI's conference endorsed the strike fund principle last November.

The council may shelve the idea until the full extent of the Government's proposals on trade union immunities are revealed in the Green Paper promised later this year.

Patricia Tisdall

BL's record on internal disputes improves, but strikes cost £60m

By Bryan Appleyard

Working hours lost at BL because of internal disputes fell by 52 per cent last year and by a further 30 per cent in the first quarter of this year, Sir Michael Edwards, the chairman, revealed at the company's annual meeting in London yesterday.

Sir Michael also announced the appointment of Sir Austin Bide, chairman of Glaxo Holdings, as non-executive deputy chairman in succession to Mr Ian MacGregor who is joining British Steel.

Mr John Mayhew-Saunders, chairman of John Brown, is to join the BL board as a non-executive director.

Sir Michael said that the TUC's Day of Action was a further example of external pressure which the company could do without. However, only two out of 57 plants could not start production as a result.

Sir Michael, commenting on last year's trading loss of £122.2m before tax, said BL was "not the sole author of its misfortunes".

He pointed out that the road haulage and engineering strikes between them subtracted £60m from profits, 10 million hours from production and resulted in 70,000 lost vehicles. In addition the steel strike diverted management effort from the recovery programme.

The second problem last year was the dramatic drop in the company's competitiveness in overseas markets. Sir Michael blamed the strong pound, high inflation and high interest rates which also made the United Kingdom a highly profitable market for foreign manufacturers.

He said BL calculations showed that profit margins for French and German manufacturers exporting to the United Kingdom had doubled and those for the Japanese had quadrupled.

Last year's growth in the home market has eased off with April car registrations down to 115,000 against 162,000 last year. Abroad, margins have been reduced to the point where BL is barely covering overheads.

But within BL Sir Michael was encouraged by the plant battle for the recovery plan, the 5 per cent wages deal and the improved industrial relations. Closures and rationalizations had been achieved with impressive speed and the new model programme was going according to plan; the new Mini Metro was on schedule for its October launch.

More collaborative ventures are being planned to follow up the Honda deal and Sir Michael

sees these as keys to the company's recovery.

He stressed that the possible change in obligations on the National Enterprise Board to report to the Government made absolutely no difference to the BL board.

On the future Sir Michael said the external factors were unfavourable so it would be impossible to judge 1980 in terms of profitability; the most critical test was whether the recovery programme could be continued within the cash flow targets.

BL is expecting its suppliers not to agree to inflationary wage settlements. The BL workforce had shown restraint and it would have a right to feel aggrieved if its competitiveness was damaged by British suppliers passing on higher prices to cover high wage settlements. He pointed out that BL could turn to overseas suppliers.

Sir Michael said all car making nations were in a contest of survival with Japan being the only exception to the pattern of cuts, losses and redundancies.

He said: "Japan is exporting its problems and unemployment along with its cars and it is a moot point how long the West will accept the resulting imbalance of trade."



Sir Michael Edwards at the Café Royal yesterday: strikes to blame for nearly half the trading loss.

LETTERS TO THE EDITOR

Faulty reasoning over British Airways' sale

From Professor Rigas Doganis

Sir, Your Financial Editor's comment (May 12) on government plans for the flotation of British Airways justifies the financial difficulties involved in such a flotation. The Government's reasoning is suspect on other grounds, too. Selling off shares to the public has been justified both in terms of freeing the airline from government control and in terms of reducing the public sector borrowing requirement at a time when the airline is about to embark on a major investment programme. Both of these requirements could be met without selling off part of the airline. Treasury guarantees on BA's loans could have been withdrawn without a change of ownership, with the result that BA's loans would not have figured within PSBR figures. Alternatively, one could argue that with the Government still holding a major

ity of shares after flotation, banks lending to BA will assume that their loan is effectively guaranteed even if there is no formal Treasury guarantee. Ownership appears irrelevant to BA's more fundamental problems of overmanning and comparative inefficiency in certain sectors. These problems will not be solved by selling off shares to the public.

There is an added irony in the Government's proposals. The public will be able to buy shares in the state-owned airline, yet continue to be denied direct access to the shares of the largest private sector airlines, such as British Caledonian or Laker Airways!

Yours faithfully,
RIGAS DOGANIS,
Director
Transport Studies Group,
The Polytechnic of Central
London,
35 Marylebone Road, London
NW1 5LS

Service at UK Patent Office

From the President of The Institute of Trade Mark Agents

Sir, I write in support of the views expressed by the President of the Chartered Institute of Patent Agents in his letter of May 12.

Government fees for operations affecting the registration of trade marks were increased by 30 per cent (a higher percentage increase than the introduced for patents designs) on May 6. For more than six months my Institute has been pressing for assurance that these substantial increases, which were assumed following a meeting with relevant minister in November to have been calculated to provide a full complement of staff at the patent office, would serve to provide a marked improvement in efficiency and productivity at the office.

Yet the Trade Marks Registry now has less staff than had in November, is 12 per cent down on the number posts authorized to deal with the current and increasing level of fee-earning work it receives and we understand has had authority for an increase staff numbers to cope.

The Government must take steps to uphold the prestige this profitable and highly regarded arm of the trading activities of this country.

KEITH HAVELOCK,
President,
The Institute of Trade Mark
Agents,
69 Cannon Street,
London EC4N 3AB.

Government policy on overseas students

From Mr David Madel, MP for South Bedfordshire (Conservative)

Sir, May 1, as a member of the House of Commons Select Committee on Education, Science and the Arts, comment on your Business Diary of May 8, in which Professor Dahrendorf, Director of the LSE, is quoted as saying that the LSE will recruit more foreign students whose fees will replace state funds withheld by the Tories to reduce the number of foreign students. Education ministers have said on many occasions that the Government's objective in requiring overseas students to pay full costs was aimed at reducing public

expenditure and not cutting down numbers. Indeed, in his evidence to the Select Committee on March 26, the Secretary of State said: "Obviously, since we are not attempting to control by quota, a university is free to recruit those overseas students that they may wish to recruit."

In fact, the action described in your paper of May 8 being taken by the LSE of recruiting as many foreign students as possible is not against government policy but very much in line with it.

Yours faithfully,
DAVID MADEL,
House of Commons,
London SW1A 0AA.
May 8.

Paying for building society information

From Mr Martin Stevens

Sir, With reference to Mr Titchmarsh's letter (May 9) recently needed to know details of a client's proper insurance from the Manchester branch of the National Building Society and was informed that the information would only be released on payment of £6.50.

This sum was later reduced on protest to the "minimum" fee of £1.15 although I do not see why any charge should be made for the release of information about policies which people have to pay a particularly when no account made to the premium paid for the commissions received.

When provided, the information did not even state the cost of the insurance companies concerned.

Yours faithfully,
MARTIN STEVENS,
2a, Ashley Street,
Salford M6 5QY.

'Big boys' who do not pay

From Mr J. C. R. Fieldsend

Sir, The Law Commissioners read with interest the suggestion by Mr R. E. Poole (May 8) that the problem of the "Big boys who do not pay" might be alleviated by legislation that all unpaid accounts should carry interest at bank rate after the expiry of any specified term of credit.

The Law Commission has already recommended that legislation along these lines ought to be introduced. Its proposals are to be found in

the Law Commission's Report No 88 on Interest (Cmd 7229) which was presented to Parliament by the Lord Chancellor in June, 1978. The report contains a draft Bill to implement the proposals which still awaits implementation.

Yours faithfully,
J. C. R. FIELDSEND,
Secretary,
Law Commission,
Conquest House,
37-38 John Street, Theobalds
Road, London WC1N 2BQ.
May 9.

Chairman's Comments at the Annual General Meeting

At the 135th annual general meeting of the Royal Insurance Company Limited held on Wednesday, 14th May, in Liverpool, the Chairman, Mr D. Meinertzhagen made the following comments additional to his statement circulated with the annual Report and Accounts.

In 1979 there was a marked downturn in the underwriting result reflecting a deterioration which affected most of the major insurance markets in the world. A contributory factor was an exceptionally high level of severe weather claims, particularly in the United States, United Kingdom and the Caribbean.

We suffered an underwriting loss in the USA, but the result, taking into account the high level of extreme weather damage, was not unsatisfactory.

In Canada, an unusually large increase in claims frequency in several major lines of business combined with the impact of continued high inflation to produce a serious underwriting loss in the territory. We have taken suitable further remedial underwriting and marketing actions. The effect of these, however, will to some extent depend upon the willingness of the rest of the market to reflect emerging experience in adequate premium rates.

In Australia, the underwriting loss increased as a result of a further deterioration in underwriting conditions, but here too additional measures have been taken to improve our underwriting performance.

On a more happy note, our operations in the United Kingdom and the Netherlands both produced underwriting profits. That for the United Kingdom was somewhat lower than in 1978, but still very creditable bearing in mind the impact of a severe weather. In the Netherlands the return to underwriting profitability was particularly gratifying.

As I said in my Statement, competition throughout the world has remained strong and in our view, irrational in some areas. In these difficult conditions we have maintained our policy of not writing business at rates which we consider to be inadequate. This, however, has not affected our policy of developing and expanding our business in those areas and in those classes where we see prospects of profitable growth.

In contrast to the underwriting deterioration it is appropriate to note the increases achieved in investment income and in the contributions from long term insurance and associated companies.

The final result, which reflects great credit on all concerned, has enabled us to recommend a further increase in our dividend whilst still retaining the business sufficient resources to support continuing growth.

Estimated Results for the three months ended 31st March 1980

As has been pointed out previously the result of one quarter should not be taken as providing a reliable indication of the outcome for the year as a whole.

| | 3 months to 31 Mar. 1980 | 3 months to 31 Mar. 1979 | Year 1979 |
|---|--------------------------|--------------------------|--------------|
| General Insurance: | | | |
| Premiums Written | £m 320.7 | £m 331.4 | £m 1,225.1 |
| Underwriting Results: | | | |
| U.S.A. | -8.0 | -7.8 | -8.2 |
| Elsewhere | -3.7 | -12.1 | -8.3 |
| Total | -11.7 | -19.9 | -16.5 |
| Investment Income | 33.6 | 30.7 | 133.0 |
| Long term insurance profits (Note 1) | 2.2 | 1.1 | 7.7 |
| Share of Associated Companies' profit (Note 2) | 1.4 | 0.9 | 7.3 |
| Total profit before taxation | 25.5 | 12.8 | 131.5 |
| Less Taxation | 10.8 | 3.4 | 56.8 |
| Minority Interests | 0.3 | 0.1 | 0.9 |
| Balance after tax of stockholders | — | — | 7.2 |
| Long term insurance profits 1975/78 | — | — | — |
| Net profit attributable to the Company (pence per unit) | 14.4 (9.6p) | 9.3 (6.2p) | 81.0 (53.9p) |
| The operating ratios for the USA on the UK basis are:— | | | |
| Claims as % of earned premiums | 74.5 | 76.1 | 68.3 |
| Expenses as % of written premiums | 30.7 | 28.7 | 32.5 |
| Operating ratio | 105.2 | 104.8 | 100.8 |

Exchange Rates

In the above figures, foreign currency has been converted according to our normal practice at approximately the average rates of exchange ruling during the period.

The principal rates were:—

| | | | |
|-------------|----------|----------|----------|
| U.S.A. | \$2.25 | \$2.01 | \$2.12 |
| Canada | \$2.62 | \$2.33 | \$2.49 |
| Netherlands | Fls 4.41 | Fls 4.04 | Fls 4.26 |
| Australia | \$2.04 | \$1.78 | \$1.90 |

Premiums written in the first quarter of 1980 have been depressed in sterling terms in comparison with the same period in 1979 due to movements in exchange rates. The underlying growth in premium income was about 4.5%. The effect of changes in exchange rates on the comparison of the first quarter results was to depress the profit before taxation by £1.3m; the investment income was adversely affected by £3m, whereas the underlying result benefited by some £1.7m.

Note 1. Following the decision to change for 1980 onwards the valuation period of long term business to an annual basis, the figure of £2.2m is a quarter of the estimate of the stockholders' proportion of the long term insurance profits relating to the current year. The figure shown for 1979 is one twelfth of the stockholders' profit arising from the 1977 triennial valuation.

Note 2. The figure for the first quarter 1980 includes the contribution from Aachen and Munich which was first treated as an associated company in the 1979 results at the half year stage following the increase in our share holding to 20% earlier that year.

Comments on the first quarter's results

These figures show that we have made a profit before taxation of £25.5m, an increase of £12.7m on the profit for the first quarter last year of £12.8m.

The overall underwriting result was a loss of £11.7m, a reduction of £8.2m on the loss of £19.9m in the same period last year when the result was so severely affected by extreme weather conditions.

In the United States there was some improvement in the personal automobile business following a reduction in claims frequency and in the property account due to the somewhat lower level of large claims and more normal weather experience. However, this improvement was more than offset by a deterioration in the workers compensation, general liability and commercial automobile lines. As a result there was a slightly increased underwriting loss of £8.0m.

In the United Kingdom we achieved a profit compared with a large loss for the first quarter of last year. There was a reduced underwriting loss in householders' business due to an absence of severe weather although claims frequency of non-weather related claims continued to rise. There was also an improvement in both the commercial property and motor accounts.

In Canada the claims frequency particularly in automobile and homeowners' business continued at a high level and produced one worsening in the result. Underwriting losses were incurred in most major lines. In the Netherlands there was an underwriting profit compared with a marginal loss at the same stage last year.

Trading conditions in Australia generally remained very difficult. Particularly adverse experience in property business, where there was an unusually high number of large losses, contributed to the increased underwriting loss.

In "Other Overseas", results slightly worsened. Investment income in the quarter rose from £30.7m to £33.6m. The increase in sterling terms of 9.2 per cent was depressed by movements in exchange rates, the underlying growth being 18.9 per cent. The overall effect of changes in exchange rates on the comparison of the first quarter results was to depress the profit before taxation by £1.3m.

The Report and Accounts were adopted and the other formal business was duly transacted. The proceedings terminated with a vote of thanks to the Directors, Management, Staff and Agents.



Royal Insurance

BY THE FINANCIAL EDITOR

When faced with the facts . . .

financial markets, not least the long-end of the gilt-edged market, flying in the face of the evidence? Yesterday's sterling figures may have looked sound enough, the April increase limited to 0.3 per cent to give an annualized rate of growth last October of only 64 per cent.

the bank lending figures were no less appalling—an increase of more than 10m in sterling lending to United Kingdom residents—and today's RPI is expected to show prices advancing at an annual rate around 21 per cent. Indeed, the only sticks pointing to an incipient recession in the moment are the figures for M1, the slowly defined money supply, and employment.

It said, the City may be cautious but it is not basically unmoved; deepening recession and lower interest rates are just round the corner. Certainly, one is tempted to eat the April lending figures as somewhat freakish. But I would still want to see a further improvement for May/June before I would relish the prospect of the City being set loose in the retail market. Ministers and markets are going to need to grit their teeth a while.

ps/Ho Jo

ing head

erial Group is defying the sceptics and abiding with its offer for Howard Johnson on the original terms of \$28 a share—of course the change on the sterling exchange rate means that the sterling value is around \$40m less than when the deal first mooted last year.

ven so the London market is unenthused; Imps' shares price eased 2p to 764p yesterday while on Wall Street Ho Jo's rebounded above \$20 on the news as speculators came off the hook.

mps will argue that this is a deal for the long-term investor. Indeed, it is since it consumes a large part of Imps' famous assets (mainly in gilts) the group can be judged in its final incarnation, the privatisation away from tobacco dependence and a significant purchase of overseas holdings having been achieved.

hus, Imps is food, tobacco, beer and fast catering. The question is whether it can now perform, and doubts about this chain the scepticism.

is Imps' first major overseas investment it is being made when there are doubts about the ability of the catering business in the United States to maintain anything like a record of growth.

he price Imps is paying does not reflect the doubts though it believes that together with the existing Ho Jo management it has capacity to keep the growth going.

here are a lot of fund managers who think that this will be true, but Imps' record of acquisitions has not been impressive and managing Ho Jo through the recession could be a good deal more difficult than anyone has bargained for.

and Met/Liggett

looks like bargain

contrast, Grand Metropolitan, while not home and dry in its quest for Liggett, seems to have a bargain. Only at first glance is an increase in price of 38 per cent in \$50 a share to \$69 or \$57.50m look steep. Liggett's pretax profits this year could be \$100m, remembering that the sale of St. Nicholas to Pernod exchanged only 5m of annual profits for so far a solid 7.5m cash which can earn 12 per cent at present interest rates (nearly 12m). Including its initial stake in Liggett, and Met is spending \$600m, and paying 12 per cent on this, or \$72m. So Grand Met is profit on the deal from the word go, and in terms of the gearing of borrowings to

shareholders' funds, the pro forma balance sheet apparently indicates a ratio of more than 40 per cent but this will fall with Grand Met's property revaluation later this year to less than 30 per cent.

Grand Met has, then, secured its United States outlets for J and B whisky and Paddington Corporation will shortly handle Croft Port and Bailey's Original Irish Cream, formerly in Austin Nichols. Grand Met's shares slipped 3p to 121p yesterday, which seems an odd reaction.



Predictably, Lloyds and Scottish, whose chairman Mr George Duncan (above) had already warned shareholders that high interest rates adversely affect the profitability of finance houses, has reported lower interim profits, down from £12.25m to £11m but at the attributable level the fall is only 3.6 per cent because of lower taxation.

But much of that is old hat and well discounted in the market where the shares remained unchanged at 143p. Because interest rates did not move as quickly down as most observers expected profits this year could be slightly under the £27.8m made last year. What matters is what happens next, for if interest rates do not go further up profitability could be good; if they go down there would be a real bonanza.

Brokers, Laurie Millbank calculate that if next year MLR averages 15 per cent Lloyds and Scottish is set to make around \$40m, implying a fully taxed p/e ratio of 8.4. After that there could be another good year even though over the two years recession could inhibit the growth of some of the business and bad debts could increase.

Trafalgar House Peaks and troughs

Interim results from Trafalgar House are in line with expectations, with pretax profits of £18 (after stripping out a £1.32m profit on ship sales) comparing with £15.75m in the first half last year. Of the divisions, construction and housing turned in a slightly disappointing performance (profits down from £11.05m to £10.68m pretax), given that the comparable period was affected by poor weather; but thanks to a recovery in the cargo interests (with the exception of the refrigerated fruit carriers) the losses of the shipping, aviation and Hotels division came down from £7m to £2.95m, before credits on ship sales.

However, with the hotels affected by the comparative dearth of tourists there is unlikely to be much further improvement here in the short term, unless the pound weakens against the dollar, and with newspapers and magazines (strong performers in the first half) likely to suffer in the second from labour troubles and a fall-off in advertising, hopes for the year rest on the long order books of the construction subsidiaries, and the erratic income of the property side.

This latter could surge if the Chiswell Street development deal goes through; but failing that Trafalgar House should still make something in the region of £48m (ex ship sales) for the year, as against £41.7m last time. On the forecast eight per cent improvement in the dividend the shares at 694p yield 10.2 per cent, and would be on the low side were the individual constituents of the p and I account rather more predictable.

I remember saying to Mr Tony Crosland when I was being "railroaded" in 1976 that this was the first time I had moved to a job where no one could tell me what winning meant. That first question remains crucial. Has a nationalized industry a chance of winning?

The Nationalized Industries Chairman's Group accounts for 10 per cent of United Kingdom output and employment and about 25 per cent of industrial investment. So our success as wealth creators must be an essential component in the success of British industry as a whole.

The individual industries are very different one from another, trading in different markets and in different circumstances, sometimes even competing. But one thing they do have in common is that the Government is their banker.

In my experience there are at least two prerequisites for a successful relationship between a nationalized industry and the Government. First, there should be complete trust between the Minister and the Board, in particular the chairman.

Personalities are of great importance. This is true of business relationships in both the public and private sector and it is particularly so with one's banker.

Secondly, there must be agreed objectives, clear, attainable and understandable. Winning should be possible for a nationalized corporation, even if the price has not been glittering hitherto. Whatever the secrets of management success may be, they include stimulating incentives, morale and pride of achievement.

Of course, financial controls are essential. But controls are just that—controls. Like patriotism, they are not enough in any organization; they do not inspire.

Indeed, you can "end up with the spirit and not the body" and have lost the "bloody battle". However, for the moment it is critical in terms of public confidence and treasury to refine the essential financial controls under which the national business sector must operate. This is a desirable constraint on the regular meetings which my colleagues and I in the Nationalized Industries Chairman's Group have been having with

Nationalized industries: the need for more financial flexibility

Sir Peter Parker, Chairman of British Rail, argues that backing winners in the public sector is as important as anywhere else

the Chancellors of the previous Government and of this. After the last meeting, a joint working party was set up under the chairmanship of Mr William Ryrie, Second Permanent Secretary to the Treasury. I see this both as an endorsement of the urgent need to review our financial frameworks and an encouragement.

It would be heartening to see developing from this initiative more commercial flexibility, more elbow room for the businesslike handling of the cash we have.

It is not simply a question of asking for more. I hope the working party will look at the possibility of subdividing the public sector borrowing requirement to segregate nationalized industries borrowing from other categories of public spending and borrowing. Like other public sector entities, they should also examine a more flexible operation of the system of external financing limits and a relaxation of the restrictions on our sources of finance.

Over the past 15 years or so the private capital market has demonstrated remarkable technical ingenuity in devising new forms of medium-term finance. This is a valuable constraint on the commercial activities of public enterprise. We badly need the same imaginative responses in public sector financing if we are to

make the most of any public sector element in the economy. The separation of a public enterprise must be to earn public confidence for a separate approach on profitable investment and a loosening of restrictions on our access to finance—naturally on the basis of commercial prospects and a good track record.

So there is a need to simplify the multiplicity of financial controls that harness us. This could be emerging now in the united front of the primary of the medium-term financing limits (EFLs) being largely consequential in character. This could be a framework of success—delivering within the EFL.

This, in the limited short term, could help. For instance, if British Rail can live within its EFL, what is the point of the further constraint of an investment ceiling on capital expenditure? This could give a sharper focus in the short term, to other successes within the financial frameworks, which seem to get blurred in the steady drizzle of criticism about our public businesses. Let me take BR's 1979 results as a case in point.

Item: BR has bettered its financial targets set each year since 1976 under our contract with government to provide passenger services. That better-

ment amounts to a total of £147m. Put another way, BR costs the taxpayer 17 per cent less in real terms than five years ago.

Item: we have operated our freight and parcel businesses without government payment and lived within our external financial limits.

Item: we are winning back passengers. The 19,900 million passenger miles reached up in 1979 was the highest for 18 years. In 1981 the rail network work was 30 per cent larger than the car population less than half of what it is today.

It is in the perspective of the external financing limit that the results of our pay deal this year must be judged. Last month we reached a crucially important pay settlement after what one of the trade union leaders described as the toughest negotiations he had experienced. In 1979 we achieved an exceptionally tight deal on pay which in the event of rising inflation further depressed our pay rates in comparison with our competitors for labour. In restoring our balance in the market we have also made a breakthrough in specific action to streamline our operations in the freight, parcels and administration areas of our business and to improve the quality of our booming passenger services—that is where we want to recruit and

retain people (our turnover last year was 24,000).

The unions are committed to immediate progress on rationalization schemes and to continuing negotiations on changes in working practices and agreements which create great opportunities for the future expansion of railways. It was a deal of change and a great deal of change will come through as a result, in the fulfilment of our freight development plans and in the improvement of quality. In determining the settlement our commitment to the 1980 external financing limit has been the backbone of the negotiation.

Yet our problem is that of any large corporation—reconciling short-term with long-term objectives. Railways are not a one-year activity, we are a life-time business.

There is something of a railway renaissance throughout the world as the implications of the energy crisis work through into our daily lives. In railway terms it is a long lead time between planning and fulfilment and that is the reality that must be reflected more sensibly in the financial control system. The sheer scale of public investment in public enterprise argues for some flexibility here.

We need to be able to take one year with another, as in fact the statute suggests; and this means, for instance, having some flexibility, possibly in some form of rollover provision to apply from year to year, possibly in the use of reserves, possibly in a wider scope to lease assets. Some adjustments would be businesslike and realistic.

My stand is nothing to do with rationing, a begonia bowl. I argue for a more businesslike relationship with the nationalized industries so that where they are successful, and are seen to be so, we can help success build upon success. Even minor and marginal changes will give helpful elbow room.

The government's present plans for the next four years rely heavily on improved performance by nationalized industries—an improvement of £2,700m. It is help in that proper and ambitious direction that is wanted. Backing winners in the public sector is as important as anywhere else.

How Sweden sorts out its priorities

Technology

Britain over the past year). Biotechnology and genetic engineering are identified as an important and rapidly developing area in which Sweden must be active.

In materials sciences, Swedish industry must continue to keep a leading position in metallurgical processes.

And so the analysis continues. Environmental technology; health care technology; and technology for agriculture and forestry, production, and for construction and buildings are also included in the priority areas. In each case the report assesses the country's present strengths and weaknesses and its future needs.

To implement the required work the academy urges a national industrial policy in which the private and public sectors work together and innovation is supported. Choice of technologies and of business areas lies with the companies; large governmental projects to

boost new areas of technology are not favoured.

In another report submitted last year to the Swedish Government, the National Commission for Industrial Policy argues that the main role of the state in technological development should be to contribute towards a general competence and a general economic, social and political environment which is favourable to initiative, enterprise and creativity.

But, in certain areas, this general "environmental" help will need to be supplemented by specific actions. In particular, government orders for high-technology products and systems could stimulate new areas in the future as had happened in the past.

But the commission shares the academy's distrust for the idea of government support for specific products or processes. "Pluralism is a basic prerequisite for the major innovations, the surprises, the absolutely unplanned, the unique, to evolve."

In the view of the commission, the three technologies that are potentially most

significant for Sweden's industrial future are information technology, microelectronics and biotechnology. In these areas the required investments are so high that state support is believed to be inevitable. Energy is already the subject of a substantial R and D investment programme.

As the recent referendum on the country's nuclear power programme indicates, Sweden is increasingly seeking to involve the population at large in matters of technological choice. But such participation needs to be well-informed; thus policy analyses such as those of the IVA and the National Commission are doubly important.

"Technology needs the understanding of the people," commented Dr Gösta Lagermalm, senior policy adviser to the Swedish Board for Technical Development (which commissions nationally relevant research in industry) in Stockholm last week. "It is possible to turn social problems into new opportunities for industry, and create new employment."

Kenneth Owen

Business News Diary: Costa del Zimbabwe • Canine capers

bile the plans of the holiday on the Cosmos tour package. Days to China seize the headlines, the Bromley-based company has further schemes for consolidating its position as Britain's second biggest tour operator.

Cosmos director Stuart Gorman is just back from his reckoning to be one of the most promising tourists still unexploited in this rinking world. Should he get away, the next destination to appear in a Cosmos brochure alongside Torremolinos and King will be Zimbabwe.

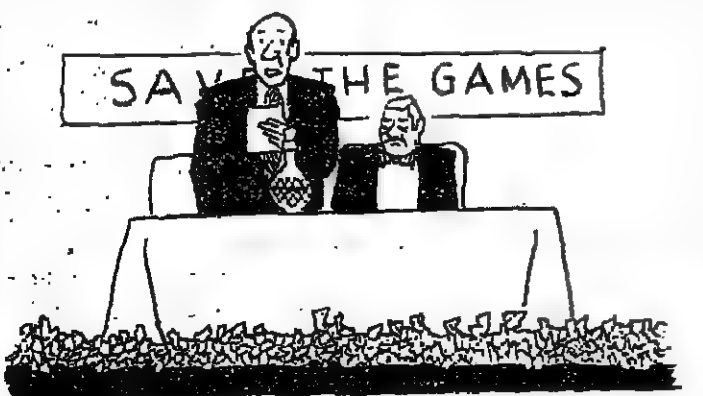
"It's the most marvellous place," Alderman told me yesterday. "We can't wait to get there."

But wait they must, and for reasons which for Alderman, to mastermind the group's entry into the Far East, must be particularly galling.

They are confident that Zimbabwe will be a big attraction to British tourists and they are equally sure that expatriates in Zimbabwe, wanting to see the country, will flock to fill the planes returning to London for bringing United Kingdom tourists to Salisbury.

The problem is that air fares between the United Kingdom and Zimbabwe are zealously protected by a watertight British Airways and Air Zimbabwe agreement. All this annoys Alderman who, as a BA general manager, came up with its successful pebble package holiday scheme—before he joined Cosmos.

"I'm very bitter about the whole thing," he confided, bringing yesterday's launch of the Cosmos winter brochure. "All British Airways seem to want



Hollowood Politics and sport must be kept separate and that is why we should encourage the Afghans to go to Moscow for the Olympic Games.

to do is to charge the highest fare possible. We've asked them to quote for a number of the routes we want to fly and when their estimates arrive they're always £100 higher than anywhere else.

"Since the merger (between BEA and BOAC) it has just become an enormous political organization."

Alderman heretofore for a former BA man, now fervently hopes that some of Sir Freddie Laker's notions will be applied to the Salisbury route. If they are not, he hints that Cosmos will simply negotiate a cheaper deal with the Zimbabwe airline, fly its tourists into Lusaka and take them over the border into Zimbabwe by coach, thereby depriving the operators of the Salisbury run of a good deal of potential custom.

What is more, I think he means it.

Fellow haters of this planet's four-legged tail-wagging population will be gratified to learn that the Germans have come up with a solution to the canine race's most offensive manifestation of its presence.

Kartougenfabrik Annweiler, a family-owned packaging company situated near Pfaffenheim in the state of Rhineland Palatinate, is setting up vending machines up and down the country aimed at ridding the streets of doggy do.

The canine aftercare kit costs 12 pence, hardly a high price to pay for the knowledge that one's brogues may step safely, and the company has installed between 70 and 80 machines over the past 18 months. One problem did arise for the Business Diary correspondent who, overcome by this wondrous invention, paid his 12p and did the honours for his

own Fido. After carefully carrying out the instructions on the kit and bagging his first quarry in the stout paper bag provided, he was somewhat perplexed to find that there was nowhere to deposit the offending parcel.

Another little wheel of fate is turning in Africa. Jonathan Wallace, publisher of the successful Middle East Economic Digest, and grandson of journalist and thriller writer Edgar Wallace, founder of the *Rand Daily Mail*, this week launches a new sister magazine to MEED, the *Africa Economic Digest*.

Wallace says that the magazine's aim is to "compress into one weekly journal the business and economic developments of the Africa continent to assist businessmen in both Africa and outside."

AED is edited by Peter Robbs, an old Africa hand, with a staff of seven writers in London, and 18 stringers across the no longer so dark continent, most of whom are Africans. The coverage in the first 32-page number includes an interview with Robert Mugabe and features on the economy of Zimbabwe, the OAU's economic strategy, and cocoa prices. There is a new roundup country by country.

With an annual subscription in the United Kingdom of £110, Wallace expects that most buyers will be companies, as is the case with MEED. AED hopes to reach 1,200 subscribers by the end of the year and has 800 already. The eventual circulation is expected to be about 5,000. Launch costs in the current financial year will be £272,000.

Now for a spot of unseasonable fun. The National Consumer Council suggests, for all Christmas clubs to register as credit unions, because credit unions, while subject to their own regulatory legislation also enacted last year, are exempt from the Banking Act.

The latest edition of the *Master Butcher*, organ of the Dublin Master Butchers' Association, throws interesting light on the social customs of Irish meat traders. According to the magazine, there is a rule at one Hibernian butchers' guild dinner that "admittance of ladies is confined to a special annex and that only wives of members are allowed in. Mistresses of members are not admitted unless they happen to be wives of other members."

David Hewson

UDS GROUP



Results for the year ended 2nd February, 1980

| | 1980 £000 | 1979 £000 |
|---------------------------------------|--------------|--------------|
| GROUP SALES (excluding VAT) | 445,024 | 385,590 |
| PROFIT BEFORE TAX | 24,115 | 27,818 |
| PROFIT AFTER TAX | 18,543 | 20,703 |
| EXTRAORDINARY ITEMS | 17,467 | 9,423 |
| ATTRIBUTABLE TO ORDINARY STOCKHOLDERS | 36,010 | 30,126 |
| PER 25p STOCK UNIT | | |
| DIVIDENDS | 6.21p | 5.645p |
| NET TANGIBLE ASSETS | 196.1p | 191.4p |

GROUP RESULTS Profit before tax was adversely influenced by the sharp increase in VAT which gave rise to an additional charge of approximately £13 million, a significant part of which could not be recovered.

The surplus attributable to Ordinary Stockholders after taxation and Extraordinary Items rose to £36.0 million (£30.1 million).

ORDINARY DIVIDEND The Directors recommend a final dividend of 3.61p per Ordinary stock unit (3.345p) making a total dividend for the year of 6.21p as forecast (5.645p). The dividend for the year, taking into account the increased capital following the Rights Issue, represents an increase of 37.5 per cent. in the total distribution.

The Annual General Meeting will be held on Tuesday, 24th June, 1980. The final dividend will be paid on 1st August, 1980 to all Ordinary Stockholders on the Register at 20th June, 1980.

Copies of the Report and Accounts may be obtained after 30th May, 1980 from the Secretary, UDS Group Limited, Marble Arch House, Seymour Street, London W1A 2BY (01-262 7755).

RICHARD SHOPS • JOHN COLLIER • ALLDERS DEPARTMENT STORES
OCEAN TRADING • JOHN MYERS • JOHN BLUNDELL • WILLIAM TIMPSON
JOHN EARMER • VAN ALLAN

Associated Japanese Bank (International) Limited

Extract from Audited Accounts

| | 29th Feb. 1980 | 28th Feb. 1979 |
|--------------------------------------|----------------|----------------|
| Share Capital | 10,000 | 7,000 |
| Retained Profit | 6,521 | 5,480 |
| Subordinated Loans (£ equivalent) | 10,010 | 12,353 |
| Deposits | 425,555 | 423,473 |
| Loans | 236,685 | 240,388 |
| Total Assets | 465,401 | 458,622 |
| Profit before Taxation | 3,454 | 3,612 |
| Profit after Taxation | 1,475 | 1,621 |



An International Consortium Bank
(Shareholders' aggregate assets well exceeding U.S.\$180,000 million)
Associated Japanese Bank (International) Limited
29-30 Cornhill, London EC3V 3QA
Tel: 01-523 5651. Telex: 883551

FINANCIAL NEWS

Stock markets

Equities dip as profit-takers move in

Profit-taking among oils spoiled what had been a confident start by the remainder of the market yesterday. Prices had been mostly firm at the start of the session with dealers hoping for further benefit from the hectic trading in oils. However, the speculators in oils had other ideas, with most taking the view that they had reaped enough from their efforts. As a result, recent gains soon began to diminish and this rapidly spread throughout the rest of equities. Nevertheless, jobbers were able to report continued active two-way trade in oils, with some buyers still in evidence. The story for the rest of the market was not so rosy with buying gradually drying up.

So, after starting the day 0.8 up, the FT Index closed 2.2 down at 437.8. In oils, the story was again one of consolidation following further bearish news. Prices had fluctuated between narrow levels for most of the day, but one or two large orders managed to ease off the gloom which surrounded the latest banking figures.

Most observers had been expecting a figure of around £1 billion, so the £1.55 billion came as quite a shock in some quarters. But the general tone remained firm and showed little sign of bucking even after the Prime Minister had reiterated the Government's decision not to reduce MLR in the near future.

In the event, longs closed mostly lower, with short levels, while at the shorter end, falls of between 1/2 and 1/4 were reported.

ICI continued to hold the limelight among leading industrialists, helped by its oil interests ahead of first-quarter figures next week. But profit-taking left the price off at 388p. Dunlop again attracted Fer Eastern buying, although the figure of 250,000 shares was a lot lower than the previous

day's figure of 3 million. As a result, the price closed unchanged at 70p. Interim figures from Trafalgar House were well received and the shares firmed 1p to 69 1/2p. Fisons also made progress, rising 2p to 289p, but Unilever slipped 2p to 410p, along with Beecham up off at 115p.

Despite profit-taking in oils, institutional activity continued to keep the sector bubbling. BP fell 10p to 34 1/2p in majors, following the gas find in the North Sea earlier in the week. Shell in the same box retreated 6p to 378p, but Ultramar held firm at 326p.

Others to lose ground included Attock, 2p to 268p, Siebens 23p to 923p, after 890p, Tricentral 8p to 360p, Lasso 12p to 650p, Berkeley Exp 6p to 200p, KCA Int 3p to 90 1/2p. But Century Oils backed the trend, up 8p to 157p, along with Clyde Pet 10p better at 380p and British-Borneo 2p to 306p.

Profit-taking also saw some of the oil-related shares run for cover, with I.C. Gas 8p off at 84 1/2p and Cawoods 12p lower at 198p, while Carless Capel held steady at 164p.

Shares of Home Farms made their debut yesterday at an issue price of 55p. They were well received and, after some active trading, closed at 74p, after reaching 78p.

A strong list of companies reporting kept dealers on their toes with a note of mention for Holt Lloyd Int, which leapt 17p

to 239p following increased profits and a free share hand-out. Full-year figures from European Ferries were also well received, giving the shares a 3p fillip at 130p. Others to receive favourable mention were Kwik-Fit 2 1/2p to 68 1/2p and in banks Cater Ryder 2p to 339p.

In electricals, speculative attention was directed at Currys 7p higher at 176p amid suggestions of a bid from Comet Radiovision, unchanged at 93p. But any idea of a link-up was quickly scotched by Mr. Michael Hollingbery, chairman of Comet. Elsewhere on the takeover front, Grand Met slid 3p to 121p on news of its increased offer for Liggett, with Imps shedding 2p to 76 1/2p on deciding to proceed with its bid for Howard & Johnson. George Ewer advanced 1p to 51 1/2p after receiving terms from T. Cowie,

unchanged at 40p. But British Sugar shed 8p to 198p after suggestions that the bid from S. & W. Beristford, 5p off at 136p, was bound to founder.

Speculative support also helped STC 8p higher at 302p, Neil Shares in Berc Group, the battery-maker, have moved mainly on takeover rumours in recent months. But results due today could change that. Profits are likely to be better than current market expectations of around £16m despite the appalling first half, and further recovery is likely in 1980. The shares are 107p.

& Spencer 3p to 111p. Reo Stakis 3p to 43p and Royal Worcester 4p to 246p. Oil interests also spurred Nat. Carbs. 3p to 117p and A. Caird 10p to 150p. The recent improvement in profits and the scrip issue saw

United Scientific claim another 12p to 515p as fears that Amx Chemicals would fail to raise its forecast, saw the shares 8p to 76p. However, Alpi Holdings staged a recovery after recent weakness, rising 6p to 70p.

In insurance, the first quarter figures from Genacc Accident failed to match expectations with the shares 4p to 242p. This, in turn hit Sun Alliance 18p to 57c Commercial Union 3p to 12p and Royal Insurance 12p to 333p.

Equity turnover on May was £133.654m (13,172 b gains). Active stocks yesterday according to the Exchange Telegraph, were Lasso, Kf International, Premier, B Tricentral, Hambro Life Assurance, R.T.Z., Bass Charring Consolidated Gold Field, Christies International, GH House of Fraser and ICL.

Latest results

| Company | Sales £m | Profits £m | Earnings per share | Div pence | Pay date | Year's total |
|-----------------------|---------------|---------------|-----------------------|--------------|-------------|-----------------|
| Int of Fin | 21.5(19.5) | 0.25(0.87) | — | 1.21(1.21) | 10/7 | — |
| Assoc Paper Inds (I) | 2.87(1.95) | 0.21(0.85) | 5.3(2.5) | 1.25(1.25) | 6/8 | — |
| Baggeridge Brick (I) | 1.59(0.82) | 22.8(11.1) | — | 6.25(7.17) | — | 9.5(10.9) |
| Brit-Borneo Pet (F) | 0.63(0.11) | 36.9(4.5) | — | nil(2.0) | — | — |
| British Northrop (F) | 1.7(3.1) | 6.27(2.38) | 1.7(0.62) | 1.7(0.62) | — | 3.18(1.0) |
| Carless Cap Ltd (F) | 63.7(2.38) | 0.28(1.57) | 1.0(1.52) | 16.7(14.7) | 3/7 | 21.0(19.0) |
| Cater Ryder (F) | — | 0.04(0.02) | 4.0(2.7) | 2.0(—) | — | 2.75(2.25) |
| Dorland Rbbr (F) | — | 27.0(25.9) | 23.2(22.7) | 3.0(1.98) | — | 4.5(3.0) |
| European Ferries (F) | 171(152) | 10.7(9.7) | 12.9(12.6) | 2.18(2.4) | 13/7 | 2.0(12.5) |
| Foster (F) | 34.16(15.74) | 0.22(0.88) | 1.5(12.6) | 0.5(1.5) | 7/8 | 1.76(1.5) |
| John Folkes (F) | 74.4(67.5) | 3.88(3.30) | — | 1.26(1.0) | — | — |
| Gen Accident (Q) | — | 13.3(5.5) | — | — | 31/7 | 9.5(7.78) |
| Holt Lloyd (F) | 50.0(35.1) | 5.03(3.51) | 30.94(18.22) | 5.0(4.25) | — | 5.0(2.39) |
| Real & Son Bldgs (F) | 11.31(12.8) | 0.19(0.49) | — | 2.5(1.39) | — | 2.75(2.15) |
| Runting Assoc (F) | 124.0(108.0) | 6.3(5.8) | — | 1.35(1.45) | 20/6 | 1.34(0.92) |
| Indat & Gen Tr (F) | 11.8(9.6) | 6.6(4.74) | 2.74(2.21) | 0.7(0.52) | 20/7 | — |
| Kwik-Fit (F) | 2.0(1.14) | 8.75(7.6) | 17.33(13.26) | 3.3(—) | — | — |
| W. Leach (F) | 51.6(31.2) | 3.02(2.34) | — | 1.87(1.87) | 1/8 | — |
| Lee Cooper (F) | 69.9(56.8) | 9.2(6.3) | 41.9(27.7) | — | — | — |
| Lloyds & Scottish (I) | 11.0(12.2) | 5.22(5.43) | 7.2(16.5) | — | 18/7 | 1.71(1.14) |
| Newman Indst (F) | 70.23(70.800) | 378(6.220) | 12.28(10.06) | 0.9(0.68) | 10/7 | 3.6(2.43) |
| Prince of Wis Htd (F) | 5.39(4.2) | 0.47(0.5) | 10.1(7.7) | 3.0(1.6) | 2/7 | — |
| Ud Engineering (F) | 13.4(19.9) | 2.31(1.5) | 3.16(2.6) | 3.52(2.90) | — | — |
| Warner Estate (I) | 3.38(2.6) | 0.75(0.55) | — | — | — | — |
| Whitbread Invest (F) | — | 3.4(3.0) | 5.67(4.6) | — | — | — |
| York Trader (Q) | 11.31(8.54) | 0.19(0.08) | — | — | — | — |

Dividends in this table are shown net of tax on pence per share. Elsewhere in Business News dividend are shown on a gross basis. To establish gross multiply net dividend by 1.428. Profits are shown pre-tax and earnings are net. * Excludes special dividend of 7.25p. ** second interim. † first quarter. ‡ 10s, including 0.68 non-recurring dividend. †† gross income. ‡† net.

United Newspapers Limited

Profits up to record level

One-for-one scrip issue

The Chairman, Lord Barnetson, reports:

I am happy to say that 1979 was a record year for the Company. The pre-tax profit amounted to £8,192,000, which represents a rise of 19 per cent over 1978. In addition, extraordinary items yielded a net profit of £8,550,000 after taxation.

The profit includes investment income of £696,000, compared with £448,000 for the preceding year, the improvement being due partly to higher interest rates and partly to an increase in the funds invested. After spending £3,240,000 on plant, equipment and better working conditions, the Company's cash resources at the year end amounted to £6,683,000, compared with £4,512,000 at the end of 1978.

The directors recommend a Final Dividend of 15p net on the existing Ordinary Shares. When taken together with the Interim Dividend of 9p already paid, this will make a total of 24p for the year, compared with 15.60995p for 1978. At the new rate the Dividend will be 2.57 times covered.

At the Annual General Meeting the directors will also recommend that the authorised Ordinary capital of the Company be increased by £2 million, and that following a transfer from Reserves a one-for-one scrip issue be made.

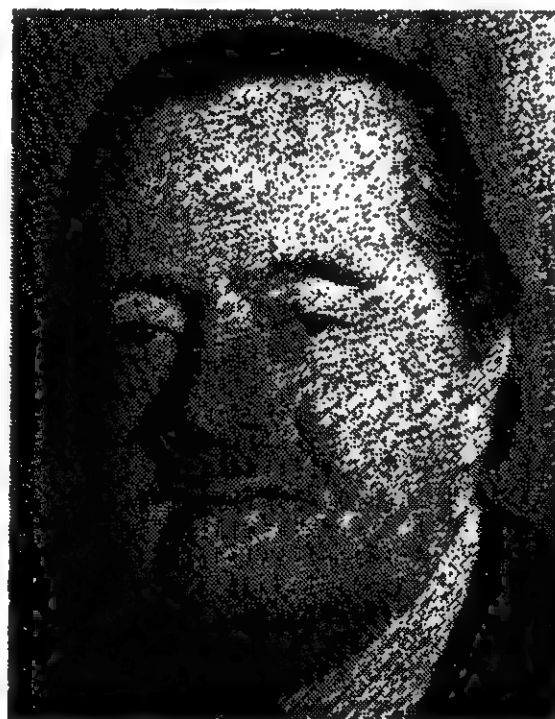
Newspapers

Our morning, evening and weekly newspapers, which account for almost 85 per cent of the Company's profitability, increased their contribution by £1,173,000 over the previous year. Advertising revenue went up by 23.6 per cent to £35,766,000, while volume rose by around 10 per cent, an uplift shared by display and classified alike. Although cost inflation made it necessary to raise most of our cover prices, sales were not seriously affected, and indeed the Yorkshire Post has now emerged as England's largest-selling provincial morning paper.

The prospect of further expansion in the weekly newspaper field is opened up by the projected acquisition of the Ashton-under-Lyne Reporter and its associated publications. Under the terms of the Fair Trading Act, the matter has been referred to the Monopolies and Mergers Commission. We await their Report, and likewise the decision of the Department of Trade. If the transaction goes through, we would expect it to contribute around £150,000 a year to the Company's pre-tax profits.

Periodicals

All the Company's periodicals improved their profit performance, their total contribution being £72,000, which is 28.5 per cent better than in 1978. Punch did particularly well, not only with a 50 per cent uplift in profits but also with a significant rise in circulation.



despite the higher cover price. Pig Farming, Arable Farming, and the Dairy Farmer — each strengthened its position in its own particular market, and turned in record results. The Countryman and the Northampton Independent also moved ahead.

Commercial Printing

With a profit of £178,000, commercial printing was just under 12 per cent down on the preceding year. One of the major reasons was the "dumping" of cut-price Christmas cards on a large scale by the Soviet Union, and this had quite a drastic effect on the market served by our Castle Publishing Company, based on Preston. Our printing centres at Blackpool, Blackburn and Brierley did much better than in 1978, but Luton had a more difficult year.

Radio and Television

We continue to be well satisfied with our investment in Trident Television, not only because of the dividend income it provides, but also because of the high standard of programmes achieved. We are happy, too, with our involvement in Radio Hallam, the Sheffield station, now firmly established and paying a dividend.

Capital Investment

To improve working conditions and to take full advantage of the new technology — stated very simply, these are the basic aims of the Company's policy on capital investment. Over the ten-year period 1970-79 we have spent £21 million out of profits in this way. For the year under review, the figure was £3,240,000, the projects including conversion to direct litho printing for two of our evening papers,

computerised photosetting, video display terminals, and modern teleprinters for the group network. It is expected that expenditure will continue at this kind of level for the next few years.

Awards and Distinctions

We continue to get at least our fair share of professional awards and distinctions of one kind and another. On newspaper design, for example, the Morning Telegraph was voted the best of the provincial mornings, while the Chronicle & Echo got the same accolade among the evening papers. For editorial performance, the British Press Awards handed over by the Prime Minister a few weeks ago included the Yorkshire Post, the Lancashire Evening Post, and the Chronicle & Echo.

Forward Outlook

For the first three months of the current year, trading was well ahead of the corresponding period of 1979. Since then provincial newspapers throughout most of the country have suffered a costly and damaging dispute with the National Graphical Association. Having regard to this, and likewise to the wider economic imponderables, it is more difficult than usual to forecast the Company's performance for the current year as a whole.

It remains only to thank my fellow directors, executives and staff at every level for their support, their tenacity of purpose, and their hard work in all our interests.

Summary of Results

Year ended 31st December

| | 1979 | 1978** |
|--------------------------------|-----------|-----------|
| Profit before taxation | 8,192,000 | 6,884,000 |
| Profit after taxation | 4,326,000 | 3,861,000 |
| Extraordinary items (net) | 285,000 | — |
| Profit attributable to members | 4,611,000 | 3,861,000 |
| Ordinary dividends* | 137.14% | 93.19% |
| Retained in the Group | 2,881,000 | 2,698,000 |
| Ordinary dividend cover | 2.57 | 3.52 |
| Earnings per share | 61.8p | 55.0p |

* Gross

** 1978 results are restated due to a change in accounting policy for investment grants and recalculation of the tax charge in accordance with SSAP 15.

The Annual General Meeting will be held at 23-27 Tudor Street, London EC4A on Tuesday, 10th June, 1980 at 12 noon.

United Newspapers



Three months' results

Interim Statement

The results for the three months ended 31st March 1980, estimated and subject to audit, are compared below with those for the similar period in 1979, which are restated at 31st December 1979 rates of exchange; also shown are the actual results for the full year 1979. It must be emphasized that the results for the interim period do not necessarily provide a reliable indication of those for the full year.

| | £ millions 3 months to 31.3.80 | £ millions 3 months to 31.3.79 | £ millions Year 1979 |
|--|--------------------------------------|--------------------------------------|----------------------------|
| Net written premiums— | | | |
| General Business | 234.0 | 199.7 | 815.2 |
| Investment Income | 28.1 | 22.3 | 104.5 |
| Underwriting Results— | | | |
| General Business | (15.2) | (17.1) | (18.2) |
| Long Term Insurance Profits | 0.8 | 0.7 | 2.8 |
| Loan Interest and Employee Profit | 13.7 | 5.9 | 89.1 |
| Sharing Scheme | 0.4 | 0.4 | 2.6 |
| Profit before Tax and Minority Interests | 13.3 | 5.5 | 86.5 |
| Taxation | 2.7 | 0.8 | 26.8 |
| Minority Interests and Preference | 0.4 | 0.3 | 1.2 |
| Dividend | 10.2 | 4.4 | 59.5 |
| Net Profit attributable to Shareholders | — | — | — |
| Principal exchange rates used in converting overseas results | | | |
| U.S.A. | \$2.16 | 2.22 | \$2.21 |
| Canada | \$2.58 | \$2.59 | 2.59 |

Net written premiums and investment income increased in sterling terms by 17.2% and 25.9% respectively. Adjusted to exclude the effects of currency fluctuations the increases were 16.8% and 25.2% respectively. United Kingdom net premium amounted to £106 million (1979 £86.6 million) and there was an underwriting loss of £9 million (1979 £11.9 million loss). The Motor account incurred a loss of £5.6 million (1979 £4.7 million loss), rate increases having failed to contain escalating repair costs and Court awards. The Industrial Property account also suffered an increased loss due to a high incidence of large claims, but there were significant improvements in all other major accounts, particularly Homeowners. All accounts were affected by inflation on operating expenses.

In the United States, net written premiums were \$166.5 million (1979 \$150.7 million) with an operating ratio of 103.1% as compared with 99.6% for the same period in 1979. On the United Kingdom basis there was an underwriting loss of £3.2 million (1979 £0.5 million loss). The anticipated decline in experience occurred in all major lines except Property. Improved underwriting results were achieved in Canada and Brazil but in Europe, with the exception only of the Netherlands, experience was more unfavourable than in the previous year.

15th May 1980

General Accident

General Accident Fire & Life Assurance Corporation Ltd.
World Headquarters, General Buildings, Perth, Scotland.

FINANCIAL NEWS

Armstrong equipment claims risky bid

Armstrong's board of directors has made it clear that there is no connection with the company and the claims of the engineering group. The board, which is chaired by Mr. James Armstrong, has rejected the claims of the engineering group, which is led by Mr. Simon. The board has also announced that it is considering a bid for the company, which is currently owned by the engineering group. The bid is expected to be completed by the end of the year.

General Accident first quarter disappoints

General Accident's first quarter results have disappointed investors, with profits falling by 14p to 24p. The company's revenue increased from £5.5m to £13.3m, but this was offset by a 23p increase in expenses. The company's management has attributed the decline in profits to a combination of factors, including a rise in claims and a decrease in premium income. Despite the disappointing results, the company remains optimistic about its prospects for the remainder of the year.

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Euro Ferries' difficult year

Extraordinary freight losses, the haulage and engineering strikes, and computer problems prevented European Ferries from achieving its target of a 20% increase in profits. The company's revenue increased from £1.1m to £1.2m, but this was offset by a 23p increase in expenses. The company's management has attributed the decline in profits to a combination of factors, including a rise in claims and a decrease in premium income. Despite the disappointing results, the company remains optimistic about its prospects for the remainder of the year.

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Rivington Reed goes into receivership

One of Mr. Graham Ferguson's numerous interests, the beleaguered carpet spinning and textiles group Rivington Reed has gone into receivership. The company's revenue increased from £1.1m to £1.2m, but this was offset by a 23p increase in expenses. The company's management has attributed the decline in profits to a combination of factors, including a rise in claims and a decrease in premium income. Despite the disappointing results, the company remains optimistic about its prospects for the remainder of the year.

Lee Cooper manages 42pc rise

On the back of an increase in turnover from £56.8m to £69.9m, pre-tax profits of Lee Cooper Group rose 42 per cent to £9.2m in 1979. After charging £881,000 of extraordinary items, compared with a credit of £39m in 1978, net profits are £3.9m against £3.9m. The board proposes a one-for-three scrip issue. Earnings a share are 41.9p against 27.7p while shareholders are to collect a dividend of 5.21p gross, compared with 3.18p last year.

In particular, the group has made considerable progress in dealing with the problems at George M. Whitley and this has been reflected in much improved results. The VAT increase and the poor Christmas trade affected sales of Foster Brothers Clothing in the year to February 29. However, they still managed to expand by a third to £89.85m. Pre-tax profits edged forward by nine per cent to £10.71m. The total gross dividend is being raised from 3.62p (adjusted) to 4.55p. Foster's board reports that the current year will be difficult for all retailers, but it believes the market sector the group concentrates on will perform better than others. Group sales for the first nine weeks are 15 per cent up on last year.

problems have been largely contained and 1980 has got off to a reasonably good start. The VAT increase and the poor Christmas trade affected sales of Foster Brothers Clothing in the year to February 29. However, they still managed to expand by a third to £89.85m. Pre-tax profits edged forward by nine per cent to £10.71m. The total gross dividend is being raised from 3.62p (adjusted) to 4.55p. Foster's board reports that the current year will be difficult for all retailers, but it believes the market sector the group concentrates on will perform better than others. Group sales for the first nine weeks are 15 per cent up on last year.

Stock Exchange surplus jumps 94pc

osemary Unsworth, a Stock Exchange improved surplus by 94 per cent to £1.1m last year, while its income rose 28 per cent to £25.68m. The company's revenue increased from £1.1m to £1.2m, but this was offset by a 23p increase in expenses. The company's management has attributed the decline in profits to a combination of factors, including a rise in claims and a decrease in premium income. Despite the disappointing results, the company remains optimistic about its prospects for the remainder of the year.

Although the outlook for individual investors has improved since the last two budgets, government borrowing is still a main concern. Despite the Government's commitment to a steep reduction in the public sector borrowing requirement, the outstanding national debt by now will be in the region of £95bn, said Mr. Goodison. The effect of this high level of borrowing has been to reduce the funds available for industry and commerce, he pointed out. Gross new issues by United Kingdom listed companies in 1979-80 totalled just over £1,200 million compared with just under £1,400 million the previous year. Until the borrowing is brought under control there will be little growth in long-term and new issues, he added.

But he welcomed the ending of exchange controls and said the removal will have a far-reaching effect on securities markets. "There will be the inevitable investment of savings in foreign assets. The following are extracts from the speech to shareholders by the Rt. Hon. Lord Boyd-Carpenter, D.L., Chairman.



Lord Boyd-Carpenter

The following are extracts from the speech to shareholders by the Rt. Hon. Lord Boyd-Carpenter, D.L., Chairman.

1979 began traumatically. Both the weather and the Price Commission tried to freeze us out. For the first three and a half months of the year the winter for 16 years severely held up building work and hence checked the demand for cement. At the same time the Price Commission descended on us. Armoured with statutory powers and preconceived ideas they monopolised the time of most of our executive staff and all our accounts staff. What all this cost the taxpayer I can only guess. In wasted effort and staff time it cost us many thousands of pounds. And in the end they achieved a report of dubious value and had to accept that our, and the Cement Industry's, proposed increase in prices was justified.

THE OUTLOOK
Demand came back with the sun, and our Works were fully engaged in meeting the pent-up demand. So by the end of the year things balanced out, and our pre-tax profit was up by some 4%. This given the condition of the British economy in general and of the construction industry in particular was an achievement of which, I think, all of us in our Company can be proud. And thanks to this and in part also to a reduction in the tax charge, earnings per share are substantially up. I think, also, that the results for the second half of the year are significant. These are up by 22.7% compared with the corresponding half year in 1978.

Although the better weather of early 1980 largely vitiates comparison with early 1979 I can say that our sales both in absolute and comparative terms continue to be encouraging. And from 1st March there has been a substantial price increase which although insufficient to restore the return on the capital invested in the industry to a level equivalent to that earned in many other industries, and offset by many rising costs, particularly in respect of energy, should help further to improve the position.

ROCHESTER WORKS
Work on our new plant proceeded, and has been substantially completed since the year ended, giving us a plant which can produce twice as much cement as the old one could, and using for this doubled output only 20% more energy.

EMPLOYEE SHAREHOLDING
During the year we made a big advance in the development of employee shareholding. We took advantage of the modest taxation concessions granted in the Finance Act 1978 to introduce a new scheme under which the great majority of those who work for us can acquire shares in the Company free and free of tax. On top of this we gave to those of our people entitled to Profit Sharing Bonus—and they are the great majority—an opportunity to acquire additional shares in lieu of some of the cash due to them by way of bonus. I am very proud of the lead which your Company continues to give in this very important matter.

OVERSEAS
Although owing to the disappointing progress of the Australian economy the results of our Australian subsidiary, Cockburn Cement Limited, are not very exciting, we remain firmly of the view that in Western Australia we are on a winner. Only the timing is uncertain. The very promising development of the North West Shelf oil and gas projects should before long produce an upsurge in construction work in the State. The new lime kiln at Cockburn Cement's plant at South Coogee was commissioned in June and this has put us in a position to meet the demands of the growing alumina industry.

Although it still has its problems as a result of the general state of the Australian economy, the financial return to the Group of the Pamela Hotel in Perth, managed and operated by Hilton International, is now very much more satisfactory. Ownership of this valuable piece of property and some adjoining land of course remains with the Group.

Our overseas consultancy operations have made a substantial advance with our appointment jointly with our friends in CimENTS Français and Seltro as advisers to the Development Bank of the Philippines.

- Encouraging 1980 start plus recent price rise should further improve position.
- Extended Rochester Works will double capacity there and save energy.
- Future prospects in Western Australia are good.
- Rights Issue enlarges capital base — to continue U.K. modernisation programme; to take opportunities to expand activities overseas when they arise.
- 90% of our Rugby work force are also shareholders of the Company.

We have continued to work very closely with CimENTS Français and Unimex, our partners in the Compagnie Financière pour la Recherche et le Développement, and we see this as a very valuable long term instrument for overseas activities of all kinds.

CAPITAL INVESTMENT
We have also been looking closely at investment opportunities in our own industry. Politically stable parts of the world, I feel that our Company's dependence on the United Kingdom construction industry is from the long term point of view excessive. Both in the context of the modernisation of our plants in the United Kingdom and their improvement from the point of view both of energy saving and capacity and in connection with taking up opportunities for investment overseas we shall need to undertake substantial investment. With this in view we are offering our shareholders an opportunity further to share in the Company's development and prosperity by the making of a Rights Issue.

STAFF
Once again I have the great pleasure of being able to express my admiration for and gratitude to all who work for this Company. Team spirit, and determination to get on with the job, carried us through the special difficulties caused by the appalling weather conditions in the first quarter of the year. More and more do all those who work for Rugby realise that the wellbeing of their Company and their own wellbeing are very closely involved with each other. Some 90% of those who work for RPC are also shareholders; and so also are working for themselves. But it is also being impressed on all of us by events outside that everyone who works with a company has an interest in its success, and can be badly hurt if things go wrong with it. I hope and believe that in the past year this relationship and understanding have been in every sense of the word cemented.

Boyd-Carpenter, Chairman.

| SALIENT FIGURES | 1979 £000 | 1978 £000 |
|------------------------------------|----------------|---------------|
| Turnover | | |
| United Kingdom | 95,503 | 78,098 |
| Overseas | 14,969 | 20,802 |
| | 110,472 | 98,900 |
| Trading Profit | | |
| United Kingdom | 12,817 | 10,449 |
| Overseas | 2,974 | 3,467 |
| | 15,591 | 13,916 |
| Net Interest and Investment Income | (480) | 591 |
| Profit before Taxation | 15,111 | 14,507 |
| Taxation | 2,630 | 4,276 |
| Profit after Taxation | 12,481 | 10,231 |
| Earnings per Share (1978 restated) | 12.8p | 10.4p |
| Total Dividend per Share | 4.7p | 3.958p |

Copies of the Report and Accounts containing the full speech by the Chairman can be obtained from the Secretary, The Rugby Portland Cement Company Limited, Crown House, Rugby.

THE RUGBY CEMENT

The Rugby Portland Cement Company Ltd, Crown House, Rugby

eltrust to raise finance

eltrust Holdings, the Australian mining company controlled by the eltrust Trust, will be raising extra capital before the end of the year. Mr. John De Cane, chairman, said in his annual report that the company's revenue had increased by 10% to £1.1m, but this was offset by a 23p increase in expenses. The company's management has attributed the decline in profits to a combination of factors, including a rise in claims and a decrease in premium income. Despite the disappointing results, the company remains optimistic about its prospects for the remainder of the year.

was performing well below capacity. But he added that the company had to take a long-term view of these deposits, based on their mineral value. A greater participation than the present 21.2 per cent by Australian investors in eltrust was necessary, but issuing extra shares would have to wait for better financial performance.

UNILEVER N.V.

DIVIDEND ON CERTIFICATES FOR ORDINARY CAPITAL ISSUED BY N.V. NEDERLANDSCHE ADMINISTRATIE- EN TRUSTKANTOOR

Final dividends in respect of the year 1979 will be paid on or after 27th May 1980 as follows:
UR-SHARES OF FL.12 IN THE NAME OF MIDLAND BANK EXECUTOR AND TRUSTEE COMPANY LIMITED now MID-AND BANK TRUST COMPANY LIMITED.
dividend, Serial No. 104 of FL.3.750 per sub-share, equivalent to 4.1825 pence converted at FL.4.5045=£1.

DUTCH DIVIDEND TAX relief is given by certain Tax Conventions concluded by the Netherlands. A resident of a convention country will, generally, be liable to Dutch dividend tax at only 5% (FL.0.568, 12.6274 pence per sub-share) provided the appropriate Dutch exemption form is submitted. No form is required from UK residents if the dividend is claimed within six months from the above date. If the sub-shares are owned by a UK resident and are effectively connected with a business carried on through permanent establishment in the Netherlands, Dutch dividend tax at 25% (FL.0.9480, 21.0668 pence per sub-share) will be deducted and will be allowed as credit against the tax payable on the profits of the establishment. Residents of non-convention countries are liable to Dutch dividend tax at 25%.

UK INCOME TAX at the reduced rate of 15% (12.6274 pence per sub-share) on the gross amount will be deducted from payments to UK residents instead of at the basic rate of 30%. This represents a provisional allowance of credit at the rate of 15% for the Dutch dividend tax already withheld. No UK income tax will be deducted from payments to non-UK residents who submit an Inland Revenue Affidavit of non-residence in the UK. To obtain payment of the dividend sub-share certificates must be listed on Listing Forms obtainable from:

Midland Bank Limited, New Issue and Securities Dept., Mariner House, Peppers Street, London EC3N 4DA
Northern Bank Limited, 2 Watling Street, Belfast BT1 2EE
Allied Irish Banks Limited, 3/4 Foster Place, Dublin 2
Clydesdale Bank Limited, 30 St Vincent Place, Glasgow

Separate forms are available for use (a) by Banks, UK firms of stockbrokers, Solicitors or Chartered Accountants (b) by other claimants. Notes on the procedure, in each case, are printed on the forms.

DUTCH CERTIFICATES OF FL.1.000, FL.100 and FL.20
A dividend of FL.6.52 per FL.20 against surrender of Coupon No. 104. Coupons may be cashed through one of the paying agents in the Netherlands or through Midland Bank Limited; in the latter case they must be listed on the special form, obtainable from the Bank, which contains a declaration that the certificates do not belong to a Netherlands resident. Instructions for claiming relief from Dutch dividend and UK income tax are set out at only 15% must submit a Dutch exemption form. Dutch dividend tax on this dividend is FL.0.9480 at 25% and FL.1.380 at 15%. The proceeds from the surrender of coupons through a paying agent in the Netherlands will be credited to a convertible foreign account with a bank or broker in the Netherlands. A statement of the procedure for claiming relief from Dutch dividend tax and for the encashment of coupons, including names of paying agents and convention countries, can be obtained from Midland Bank Limited at the above address or from the London Transfer Office.

N.V. NEDERLANDSCHE ADMINISTRATIE- EN TRUSTKANTOOR
London Transfer Office
Unilever House, Blackfriars, London, EC4P 4BQ
14th May 1980



RANKS HOVIS McDUGALL LIMITED

Announcement of Interim Results

Results

Group profit before taxation for the half-year ended 1 March 1980 amounted to £20,221,000 compared with £16,055,000 for the corresponding period of the previous year.

The improvement in the half-year profit was primarily attributable to the Bakery Division, which suffered during the strike in the UK bread industry in late 1978, and to better results from the agricultural, cereals and overseas divisions. The profit improvement was significantly offset by the level of interest rates and higher borrowings together with lower trading results from our Grocery Division following its record profits last year. The results of Ranks (Ireland) Limited showed an increased loss.

Interim Ordinary Dividend

The Board has decided to pay on 11 July 1980 to Ordinary Shareholders registered at the close of business on 13 June 1980 an interim dividend for the year to 30 August 1980 of 1.524p per Ordinary share (last year 1.452p per share), involving a payment to shareholders of £4,163,000. This dividend, together with the related tax credit of 30/70ths thereof, represents 2.177p per share (last year 2.074p per share).

Outlook

With the continuing high interest rates and the present state of the economy only a small improvement is expected in Group profits for the second half-year when compared to those in 1979.

Joseph Rank, Chairman

Consolidated profit statement for the half-year ended 1 March 1980

| | Half-year ended 1 March 1980 (Unaudited) | Half-year ended 3 March 1979 (Unaudited) | Year ended 1 Sept. 1978 |
|--|--|--|----------------------------|
| | £000 | £000 | £000 |
| Turnover | | | |
| Total sales | 858,000 | 787,000 | 1,590,000 |
| Deduct: Sales within the Group for further processing | 118,000 | 104,000 | 211,000 |
| External sales | 740,000 | 683,000 | 1,379,000 |
| Profit on trading before rationalisation costs and depreciation | 39,305 | 33,328 | 67,833 |
| Rationalisation costs | 406 | 893 | 1,841 |
| Depreciation | 38,899 | 32,435 | 65,992 |
| Interest | 10,753 | 10,708 | 20,500 |
| Investment income | 28,146 | 21,727 | 45,492 |
| Associated companies | 9,445 | 7,254 | 15,823 |
| Profit before taxation | 18,701 | 14,473 | 29,669 |
| Taxation | 80 | 185 | 318 |
| Minority interests | 1,440 | 1,397 | 2,630 |
| | 20,221 | 16,055 | 32,817 |
| | 8,600 | 5,950 | 12,425 |
| Extraordinary items after taxation | 11,621 | 10,105 | 20,392 |
| | 111 | 394 | 672 |
| | 11,510 | 9,711 | 19,520 |
| | 492 | (10) | (1,267) |
| | 12,002 | 9,701 | 18,253 |
| Preference dividends paid | 142 | 142 | 283 |
| Profit attributable to the Ordinary shareholders of Ranks Hovis McDougall Limited | 11,860 | 9,559 | 17,970 |
| Earnings per Ordinary share of 25p* | 4.2p | 3.5p | 7.0p |

* (Based on 273.2 million Ordinary shares ranking for dividend and profit attributable to the Ordinary shareholders before extraordinary items).

The comparative figures for the half year ended 3 March 1979 have been restated in respect of deferred taxation and closure costs to conform with the policies adopted for the year ended 1 September 1979.

LIG enters its 50th year with a strong profits growth in 1979 and continues with substantial investment in people and technology - its assets for the future.

Expansion in the U.S.

LIG added very substantially to its operations in the U.S. in 1979 and has thus achieved, in less than two years, U.S. manufacturing facilities for products comparable to a significant range of its U.K. businesses. The size of the American market will enable the fuller development of the Group's technology as a whole and will also, in some areas, provide advanced technology for the benefit of the U.K. companies.

Development in the U.K.

Significant capital expenditure programmes were undertaken in 1979 and will continue. In addition to the on-going investment in keeping plants up to date to match new production methods and improvements in hygiene and environmental control, some production has been rationalised. Facilities have also been provided for some new products and manufacturing capacity increased. Tioxide continues to invest in additional chloride plant for the production of titanium pigments.

1979 IN BRIEF

| | 1978 £m | 1979 £m |
|--|------------|------------|
| Sales, including share of associates | 299 | 390 |
| Subsidiaries' profit before depreciation | 20 | 24 |
| Depreciation on replacement values | (7) | (9) |
| Interest | (2) | (5) |
| Associates' profit after interest | 4 | 10 |
| Profit before taxation | 15 | 20 |

Lead Industries Group

METALS AND CHEMICALS
Major U.K. subsidiaries:
Associated Lead Manufacturers
Anzcon (Antimony Division)
Fry's Metals, Fry's Diecastings.

TITANIUM DIOXIDE
Associated Company:
Tioxide Group.

PAINTS AND WALLPAPERS
Major U.K. subsidiary:
Goodlass Wall.

CERAMIC SUPPLIES
Major U.K. subsidiaries:
Harrison Mayer,
C.E. Ramsden,
Anzcon (Zircon Division).

Manufacturing in the U.K., Ireland, Italy, Spain, France, South Africa, India, USA, Canada, Australia and New Zealand.
Copies of the 1979 Report and Accounts may be obtained from The Secretary, Lead Industries Group Limited, 14 Gresham Street, London EC2V 7AT.

FINANCIAL NEWS

No final as Newman Inds slumps

By Our Financial Staff

Newman Industries' profits last year plunged from £5.2m to £378,000, and at the attributable level, from £2.7m to a loss of £3.4m. The final dividend has been passed.

The internal costs of the legal action by the Prudential, which left two Newman directors facing a damages bill for £450,000, have not been separated out, but the board comments that as well as the direct cost, the

action also resulted in the use of considerable management time and effort.

A breakdown of the operating profits shows electric motors declined from £1.6m to £179,000, engineering products from £2.05m to £1.3m, the Ardel Division was static at £4.05m and ceramics swung from a £99,000 profit to a £1.1m loss.

Group turnover fell slightly from £70.5m to £70.2m. Below-the-line, extraordinary items, including redundancy and closure costs, external costs relating to the Prudential action

of £146,000 and a provision of £812,000 made against the value of overseas investment, totalled £1.1m.

The board outlines six key factors which affected the year's trading: the engineering strike which cost £1m, the trading recession which led to closures and redundancies in the ceramic and electric motor divisions, interest costs which rose from £2.2m to £3.6m, the strength of sterling which contributed to a fall in group exports from £26.1m to £21.9m, the cost of the legal action and problems

in Iran and a review of investments in Africa.

Now there seems to be a chance that the corrective action is working and the first quarter has seen improved performance with a return to profitability.

While acknowledging economic uncertainties and difficulty of forecasts, the board says the maintenance of the performance would mean a stable interim dividend this year. The interim dividend was 2.14p gross.

The results sent the share rumbling 7p to 43p yesterday.

Paine Webber dives into loss

International

Paine Webber Inc of New York swung heavily into the red in the second quarter to March 31. In spite of revenues more than doubling from \$119.9m to \$244.5m (about £108m), Paine Webber suffered a net loss of \$10.3m (£4.45m), against a profit last time of \$2.81m. For the first half-year, this meant a net loss of \$3.2m, compared with the profit of \$3.37m last year. The 1979 figures do not in-

clude result of Birch Eastern Dillon. Paine Webber said in April that it expected to report "a material loss" for the second quarter, stemming from operational difficulties following the merger with Birch. The merger was completed on December 31. The operational facilities of the two firms were thus being consolidated in January and February—a period of record volume in the securities markets. As a result of the unfortunate combination of these factors, Paine incurred unusual expenses of about \$17.5m, or 89m after tax, during the quarter. —A.P.—Dow Jones.

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Trouble ends at Hesse

Hessische Landesbank Girozentrale, the once troubled bankers to the German state of Hesse and central bank to Hesse's savings banks, has for the second year in succession reported improved profits. In 1974 the bank had got caught up in financial troubles and a new management was appointed. Last year the balance sheet total grew by 9 per cent to

DM149,000m (about £21,300m) and operating profits were up by 16 per cent. The bank's published reserves rose by DM1,500m to DM1,086m. Dr Heinz Sippel, the chairman, sees further growth this year. The bank is integrating into its own network the London branch of Investitions-und Handelsbank, one of its subsidiaries.

All-time record for ITT

International Telephone and Telegraph Corporation of Illinois has reported record sales and earnings for the first quarter of this year and the highest quarterly earnings in the company's history. Mr Rand V. Arnslog, president, confirms last April's preliminary estimate that the company's operating earnings of \$1.41 per share were 5 per cent higher than the 1979 first quarter.

Net income per common equivalent share, boosted by a 57 cent gain in foreign currency translation, rose by 63 per cent to \$2.38 a share over the 1979 first quarter. The quarterly results also include a \$13m (about £5.6m) tax benefit stemming from the recent enactment of the United States-United Kingdom tax treaty.

Xerox confident

In spite of economic uncertainties Xerox Corporation of America faces the remainder of 1980 "confident that we can achieve continued growth in revenue and profits", according to Mr David Kearns, the president. Xerox previously reported an 8 per cent rise in first quarter net income of \$148.4m (about £64.3m) or from \$137.4m a year earlier. Revenue rose by 16 per cent in the first quarter to \$1.86bn from \$1.61bn a year ago.

Rebuff for Cavenham

Mr Walter J. Koslo, president of Diamond International Corporation of America, says that in the opinion of the company's legal adviser the offer for the company's stock by a subsidiary of Cavenham Holdings violates the law. Consequently, Mr Koslo said it is anticipated that a suit will be filed seeking to enjoin the tender offer.

Briefly

Louche announces proposals for amendment of trust deeds containing its 8 per cent secured loan stocks, unsecured loan stock 1980, 85 and 8 per cent convertible unsecured loan stock 1981, 85. Proposals which require the sanction of holders of both stocks, will also involve a 1-2 per cent a year increase in the rate of interest on both stocks with effect from June 9, 1980 and bringing forward of repayment dates by two years and six months to June 30, 1983.

MFI-Status Discount: MFI offer now wholly unconditional. Acceptances received in respect of 30.54m Status ordinary (79.9 per cent). MFI previously held 1.65m shares, 4.1 per cent offer remains open.

Prince of Wales Hotels: Dividend for 1979, 2.44p gross (1.63p). Turnover, £5,399m (£4,255m). Pretax profit, £1,244m (£1,000m). Eps 12.24p (10.06p). Revaluation of fixed assets has produced a surplus of £1.1m. Repairs, replacements and refurbishments have increased by £118,000 against previous year in pursuance of policy of upgrading its hotels.

Caparo-L.K. Industrial: Directors have purchased through market a further 5,000 L.K. Industrial shares (2.44p) at 16 1/2p cash and now own 50.01 per cent of voting share capital. Cash offer of 44p is being extended to remaining shareholders is now unconditional as to acceptances but remains unconditional solely upon offer not being referred to Monopolies and Mergers Commission.

Cartex Ryder and Co: Profit after providing for rebate and tax and transfer to contingencies, £983,000 (£1,350m). Net dividend 21p (£9,874p) including supplementary final of 0.19p.

Heal & Son Holdings: Turnover for year to January 31, £11,34m (£12,800m). Pretax loss £192,000 (£490,000). Assets no dividend. Retail division increased its profits during year but group results were affected by higher interest rates and a disappointing performance by the contractual division.

Warner Estate Holdings: Turnover for half-year to March 31, £2,38m (£2,607m). Pretax profit, £760,000 (£554,000). Eps 3.54p (2.95p). Net proceeds of sale of houses and flats is about £240,000. Interim dividend 4.29p (2.28p). Increase is partly to reduce disparity.

Industrial and General Trust: Gross income for year to March 31, £11,86m (£9,66m). Net revenue £6.61m (£4,73m). Eps 2.74p (2.12p). Dividend 2.75p (2.05p). Baggeridge Brick: Turnover for half year to March 31 £2,87m (£1,55m). Pretax profit, £25,000 (£217,000). Interim held at 1.78p gross. Eps 5.3p (2.6p).

United Engineering Industries: Turnover for year to January 31, £13.7m (£9,96m). Eps 10.1p (7.7p). Final 2.3p making dividends, 5.2p gross (3.47p). Results do not include results of Cornworth Eng, acquired after year end.

Scottish Television: Chairman states in the annual report that during first quarter of 1980 advertising revenue advanced by over 48 per cent over the same period in 1979 (a sluggish time for advertising). This year the company has received a certain amount of pent-up money from strike period but there are now signs that advertising growth will slow down from now on and second half of year might well be less buoyant.

Queens Moat Houses has bought the freehold three star "Almor Hotel" at Banbury for £500,000 satisfied by issue of shares up to maximum of 1.7m with residue in cash. Kwik-Fit (Tyres and Exhausts) Holdings: Turnover for year to February 29 £15.5m (£11.53m). Pretax profit £2.0m (£1.4m). Exchange loss £44,500 (gain £11,000). Eps 8.73p (7.65p). Dividend 1.91p gross (1.31p). Retail tyre and exhaust division increased its profit by 70 per cent and is now the largest independent retailer of tyres and exhausts in Europe.

Business appointments

Chairman of Royal Insurance reappointed

Mr D. Meinertzhagen has been re-elected chairman of Royal Insurance. Mr John F. H. Baring has been re-elected a deputy chairman, and Mr M. H. McAlpine has been elected a deputy chairman.

Mr William Gurell Barnes did not seek reelection to the board. Mr J. A. Swire has resigned.

Mr J. R. W. Hampson has been named managing director of British Swire and is joining the board of South Wales Switchgear in succession to Mr D. A. Snick. Mr L. V. R. Smith, former managing director at Yorkshire Electric Transformers, will become managing director of Hawker Siddley & Power Transax. The board of Yorkshire Electric Transformers, Dewsbury, has been reconstituted as follows: Mr T. W. B. Salitt, chairman; Mr R. A. Smith, and Mr P. G. Tullock.

Mr A. K. Harrison and Mr R. T. Sykes have been appointed to the board of Allied Colloids Group.

Mr Eric Sidebottom has become managing director of PPD Engineering and its subsidiary companies.

Mr Norman F. Fosi has been appointed a director of Lombard North Central and deputy head of credit finance division. He will remain on the board of Tricity Finance.

Mr Frank Traynor has joined the board of Silvermines as chief executive.

Mr Eric McQuaid has become a vice-president of Diamond Shamrock Petroleum Corporation. He is in charge of the company's newly-opened London supply and trading office.

La Cui C. R. Gray, a deputy chairman of the Dutton-Forsyth Group, has been appointed chairman. He will succeed Mr Ronald F. Hunkin who has retired as chairman but will continue as a director until May next year.

Mr D. J. Wilkins has been named senior executive in charge of London currency and foreign exchange dealing operations at Midland Bank International. Mr C. J. Carless is now senior manager, London dealing operations, and Mr D. E. Klog is senior foreign exchange manager.

Mr Richard Venables, the chairman of Ogilvy Benson & Mather, is now senior manager, London dealing operations, and Mr D. E. Klog is senior foreign exchange manager.

Mr D. C. Arboon, managing director of Walker Crosswell & Company, has been appointed a director of its parent company, Reed Building Products.

Sir Hermann Bondi is to be the first full-time chairman of the Natural Environment Research Council for four years from October.

Newcomers boost Holt Lloyd

In the year to March 31, 1980, car-care group Holt Lloyd accelerated its expansion overseas. In France, it bought Pro-Combur SA, valued at £14m, at the start of the year for a mixture of cash and shares. In the United States it bought LPS Research Laboratories in June 1979, for \$10m cash (£4,38m).

A rights issue raised £2.9m towards that. Borrowings and interest costs rose substantially as a result of these acquisitions. More than half the year's 58 per cent rise in pretax profits to £5.63m came from those newcomers. Group turnover rose from £35.1m to £50m. The gross dividend at 13.6p is above the forecast, and yields 5.7 per cent at 23.9p. A one-for-two scrip issue is proposed.

M. J. H. Nightingale & Co. Limited

| The Over-the-Counter Market | | | | | | | | | |
|-----------------------------|-------------|----------------------|--------|------|------|------|------|-----|-------|
| 1979/80 High | 1979/80 Low | Company | Price | Chgs | Open | High | Low | P/E | Yield |
| 99 | 60 | Alsprung Group | 66 | — | 6.7 | 10.2 | 9.5 | | |
| 50 | 26 | Armitage & Rhodes | 32 | — | 3.8 | 11.9 | 9.2 | | |
| 275 | 185 | Bardou Hill | 275 | — | 13.8 | 5.0 | 9.1 | | |
| 100 | 80 | Concord Cars Pref | 80 | — | 15.3 | 19.1 | — | | |
| 101 | 63 | Deborah Oars | 93 | — | 5.0 | 5.4 | 10.2 | | |
| 118 | 68 | Frank Horsell | 118 | — | 7.9 | 6.7 | 7.3 | | |
| 129 | 98 | Frederick Parker | 99 | — | 12.8 | 12.9 | 4.5 | | |
| 155 | 102 | George Blair | 105 | — | 16.5 | 15.7 | 4 | | |
| 70 | 45 | Jackson Group | 69 | — | 5.2 | 7.5 | 4.1 | | |
| 153 | 107 | James Burrough | 107 | — | 7.2 | 6.7 | 9.4 | | |
| 300 | 242 | Robert Jenkins | 252 | — | 31.3 | 31.1 | 9.0 | | |
| 252 | 175 | Torday Limited | 223 | — | 14.3 | 6.4 | 5.8 | | |
| 34 | 11 | Twinlock Ltd | 13 | — | 0.8 | 6.5 | 2.5 | | |
| 80 | 70 | Twinlock 12 1/2, ULS | 70 1/2 | — | 12.0 | 17.1 | — | | |
| 56 | 23 | Unilock Holdings | 45 | — | 2.6 | 5.5 | 10.0 | | |
| 50 | 45 | Unilock Holdings New | 45 | — | 4.4 | 4.7 | 6.1 | | |
| 99 | 42 | Walter Alexander | 92 | — | 4.4 | 4.7 | 6.1 | | |
| 202 | 136 | W. S. Yeates | 202 | — | 12.1 | 6.0 | 3.3 | | |

*Accounts prepared under provision of SSAP15.

J. Hewitt & Son (Fenton) Limited

Manufacturers of domestic and industrial refrigerators, kitchen furniture and electrical porcelain.

| | 1978 | 1977 | 1976 |
|--------------------|--------|--------|--------|
| Sales | £'000s | £'000s | £'000s |
| Profit before tax | 3,908 | 2,787 | 2,288 |
| Cost of dividends | 385 | 311 | 250 |
| Cost of dividends | 36 | 31 | 25 |
| Profit retained | 285 | 179 | 130 |
| Earnings per share | 14.2p | 8.2p | 6.3p |

Extracts from the Statement by the Chairman, Mr. J. K. Hewitt:

In 1978 sales increased by 40% and profit before tax by 24% in spite of the adverse effect of ever rising costs on profit margins. Exports reached a record £1,012,114 reflecting the intensive efforts made to expand overseas demand for the Company's products. The ordinary dividend has been increased from 1.277p per share to 1.5p which is covered 9.5 times. Shareholders who retain their £1 Preference Shares will also be entitled to a fixed annual dividend of 10p per preference share for 1980 onwards. Additional plant and machinery is presently being installed and when fully operational will extend our range of kitchen furniture products and increase the production capacity for domestic refrigerators. Although forecasts must be approached with caution, I am hopeful that our progress will continue in 1980.

T. Cowie warning on Ewer bid for Eastern

T. Cowie, the motor distributor has warned shareholders George Ewer, that its offer for their group will be reduced from 53p to 52.5p a share if Ewer board goes ahead with its proposed bid for Eastern Tractors. The Stock Exchange already ruled that the bid Eastern Tractors does, necessarily have to be put to the Ewer shareholders at an extraordinary meeting. If chairman Mr Tom Cowie would try to block the bid Ewer is offering 2.6m shares for Eastern Tractors whose pretax profits to April 31, 1979 collapsed from £308,000 to £10,000 on a turn of £17.6m. Net tangible assets which include some motor interests, were £112m. Mr Tom Cowie protests with the agricultural machinery industry in a severely depressed state, the additional Eastern Tractors to Ewer is an attractive proposal and looks to him like a non-block his group's bid for E. The 2.6m extra Ewer shares would dilute Cowie's 29.9 per cent stake in Ewe 26.1 per cent.

Life assurance business up

By Margaret Stone
Life assurance business in first quarter of 1980 was substantially up on the same period of 1979, and overall a 1 month than in the last months of 1979, although one or two areas sales slipped slightly. The biggest impetus has come from new single premium business, up from £149m in the quarter of 1979 to £156m.

Bank Base Rates

| | |
|----------------------|--------|
| ABN Bank | 17 1/2 |
| Barclays Bank | 17 1/2 |
| BCI Bank | 17 1/2 |
| Consolidated Credits | 17 1/2 |
| C. Hoare & Co. | 17 1/2 |
| Lloyds Bank | 17 1/2 |
| London Mercantile | 17 1/2 |
| Midland Bank | 17 1/2 |
| Nat Westminster | 17 1/2 |
| Royal Bank | 17 1/2 |
| TSB | 17 1/2 |
| Williams and Glyn's | 17 1/2 |

* 7 day deposit on sums of £10,000 and under 15% on £20,000 15%+.

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FINANCIAL NEWS AND MARKET REPORTS

Commodities

Oil—Afternoon—Crude oil, 100 barrels, 29.50-29.75; Brent, 30.00-30.25; Arabian, 30.50-30.75; Mexican, 31.00-31.25; Nigerian, 31.50-31.75; Indonesian, 32.00-32.25; Thai, 32.50-32.75; Singapore, 33.00-33.25; Japan, 33.50-33.75; Korea, 34.00-34.25; Taiwan, 34.50-34.75; Hong Kong, 35.00-35.25; Australia, 35.50-35.75; New Zealand, 36.00-36.25; South Africa, 36.50-36.75; India, 37.00-37.25; Pakistan, 37.50-37.75; Bangladesh, 38.00-38.25; Sri Lanka, 38.50-38.75; Maldives, 39.00-39.25; Mauritius, 39.50-39.75; Seychelles, 40.00-40.25; Madagascar, 40.50-40.75; Reunion, 41.00-41.25; Mauritania, 41.50-41.75; Mali, 42.00-42.25; Niger, 42.50-42.75; Chad, 43.00-43.25; Cameroon, 43.50-43.75; Gabon, 44.00-44.25; Congo, 44.50-44.75; Zaire, 45.00-45.25; Angola, 45.50-45.75; Namibia, 46.00-46.25; Botswana, 46.50-46.75; Zimbabwe, 47.00-47.25; Mozambique, 47.50-47.75; Swaziland, 48.00-48.25; Lesotho, 48.50-48.75; South Africa, 49.00-49.25; Namibia, 49.50-49.75; Botswana, 50.00-50.25; Zimbabwe, 50.50-50.75; Mozambique, 51.00-51.25; Swaziland, 51.50-51.75; Lesotho, 52.00-52.25; South Africa, 52.50-52.75; Namibia, 53.00-53.25; Botswana, 53.50-53.75; Zimbabwe, 54.00-54.25; Mozambique, 54.50-54.75; Swaziland, 55.00-55.25; Lesotho, 55.50-55.75; South Africa, 56.00-56.25; Namibia, 56.50-56.75; Botswana, 57.00-57.25; Zimbabwe, 57.50-57.75; Mozambique, 58.00-58.25; Swaziland, 58.50-58.75; Lesotho, 59.00-59.25; South Africa, 59.50-59.75; Namibia, 60.00-60.25; Botswana, 60.50-60.75; Zimbabwe, 61.00-61.25; Mozambique, 61.50-61.75; Swaziland, 62.00-62.25; Lesotho, 62.50-62.75; South Africa, 63.00-63.25; Namibia, 63.50-63.75; Botswana, 64.00-64.25; Zimbabwe, 64.50-64.75; Mozambique, 65.00-65.25; Swaziland, 65.50-65.75; Lesotho, 66.00-66.25; South Africa, 66.50-66.75; Namibia, 67.00-67.25; Botswana, 67.50-67.75; Zimbabwe, 68.00-68.25; Mozambique, 68.50-68.75; Swaziland, 69.00-69.25; Lesotho, 69.50-69.75; South Africa, 70.00-70.25; Namibia, 70.50-70.75; Botswana, 71.00-71.25; Zimbabwe, 71.50-71.75; Mozambique, 72.00-72.25; Swaziland, 72.50-72.75; Lesotho, 73.00-73.25; South Africa, 73.50-73.75; Namibia, 74.00-74.25; Botswana, 74.50-74.75; Zimbabwe, 75.00-75.25; Mozambique, 75.50-75.75; Swaziland, 76.00-76.25; Lesotho, 76.50-76.75; South Africa, 77.00-77.25; Namibia, 77.50-77.75; Botswana, 78.00-78.25; Zimbabwe, 78.50-78.75; Mozambique, 79.00-79.25; Swaziland, 79.50-79.75; Lesotho, 80.00-80.25; South Africa, 80.50-80.75; Namibia, 81.00-81.25; Botswana, 81.50-81.75; Zimbabwe, 82.00-82.25; Mozambique, 82.50-82.75; Swaziland, 83.00-83.25; Lesotho, 83.50-83.75; South Africa, 84.00-84.25; Namibia, 84.50-84.75; Botswana, 85.00-85.25; Zimbabwe, 85.50-85.75; Mozambique, 86.00-86.25; Swaziland, 86.50-86.75; Lesotho, 87.00-87.25; South Africa, 87.50-87.75; Namibia, 88.00-88.25; Botswana, 88.50-88.75; Zimbabwe, 89.00-89.25; Mozambique, 89.50-89.75; Swaziland, 90.00-90.25; Lesotho, 90.50-90.75; South Africa, 91.00-91.25; Namibia, 91.50-91.75; Botswana, 92.00-92.25; Zimbabwe, 92.50-92.75; Mozambique, 93.00-93.25; Swaziland, 93.50-93.75; Lesotho, 94.00-94.25; South Africa, 94.50-94.75; Namibia, 95.00-95.25; Botswana, 95.50-95.75; Zimbabwe, 96.00-96.25; Mozambique, 96.50-96.75; Swaziland, 97.00-97.25; Lesotho, 97.50-97.75; South Africa, 98.00-98.25; Namibia, 98.50-98.75; Botswana, 99.00-99.25; Zimbabwe, 99.50-99.75; Mozambique, 100.00-100.25; Swaziland, 100.50-100.75; Lesotho, 101.00-101.25; South Africa, 101.50-101.75; Namibia, 102.00-102.25; Botswana, 102.50-102.75; Zimbabwe, 103.00-103.25; Mozambique, 103.50-103.75; Swaziland, 104.00-104.25; Lesotho, 104.50-104.75; South Africa, 105.00-105.25; Namibia, 105.50-105.75; Botswana, 106.00-106.25; Zimbabwe, 106.50-106.75; Mozambique, 107.00-107.25; Swaziland, 107.50-107.75; Lesotho, 108.00-108.25; South Africa, 108.50-108.75; Namibia, 109.00-109.25; Botswana, 109.50-109.75; Zimbabwe, 110.00-110.25; Mozambique, 110.50-110.75; Swaziland, 111.00-111.25; Lesotho, 111.50-111.75; South Africa, 112.00-112.25; Namibia, 112.50-112.75; Botswana, 113.00-113.25; Zimbabwe, 113.50-113.75; Mozambique, 114.00-114.25; Swaziland, 114.50-114.75; Lesotho, 115.00-115.25; South Africa, 115.50-115.75; Namibia, 116.00-116.25; Botswana, 116.50-116.75; Zimbabwe, 117.00-117.25; Mozambique, 117.50-117.75; Swaziland, 118.00-118.25; Lesotho, 118.50-118.75; South Africa, 119.00-119.25; Namibia, 119.50-119.75; Botswana, 120.00-120.25; Zimbabwe, 120.50-120.75; Mozambique, 121.00-121.25; Swaziland, 121.50-121.75; Lesotho, 122.00-122.25; South Africa, 122.50-122.75; Namibia, 123.00-123.25; Botswana, 123.50-123.75; Zimbabwe, 124.00-124.25; Mozambique, 124.50-124.75; Swaziland, 125.00-125.25; Lesotho, 125.50-125.75; South Africa, 126.00-126.25; Namibia, 126.50-126.75; Botswana, 127.00-127.25; Zimbabwe, 127.50-127.75; Mozambique, 128.00-128.25; Swaziland, 128.50-128.75; Lesotho, 129.00-129.25; South Africa, 129.50-129.75; Namibia, 130.00-130.25; Botswana, 130.50-130.75; Zimbabwe, 131.00-131.25; Mozambique, 131.50-131.75; Swaziland, 132.00-132.25; Lesotho, 132.50-132.75; South Africa, 133.00-133.25; Namibia, 133.50-133.75; Botswana, 134.00-134.25; Zimbabwe, 134.50-134.75; Mozambique, 135.00-135.25; Swaziland, 135.50-135.75; Lesotho, 136.00-136.25; South Africa, 136.50-136.75; Namibia, 137.00-137.25; Botswana, 137.50-137.75; Zimbabwe, 138.00-138.25; Mozambique, 138.50-138.75; Swaziland, 139.00-139.25; Lesotho, 139.50-139.75; South Africa, 140.00-140.25; Namibia, 140.50-140.75; Botswana, 141.00-141.25; Zimbabwe, 141.50-141.75; Mozambique, 142.00-142.25; Swaziland, 142.50-142.75; Lesotho, 143.00-143.25; South Africa, 143.50-143.75; Namibia, 144.00-144.25; Botswana, 144.50-144.75; Zimbabwe, 145.00-145.25; Mozambique, 145.50-145.75; Swaziland, 146.00-146.25; Lesotho, 146.50-146.75; South Africa, 147.00-147.25; Namibia, 147.50-147.75; Botswana, 148.00-148.25; Zimbabwe, 148.50-148.75; Mozambique, 149.00-149.25; Swaziland, 149.50-149.75; Lesotho, 150.00-150.25; South Africa, 150.50-150.75; Namibia, 151.00-151.25; Botswana, 151.50-151.75; Zimbabwe, 152.00-152.25; Mozambique, 152.50-152.75; Swaziland, 153.00-153.25; Lesotho, 153.50-153.75; South Africa, 154.00-154.25; Namibia, 154.50-154.75; Botswana, 155.00-155.25; Zimbabwe, 155.50-155.75; Mozambique, 156.00-156.25; Swaziland, 156.50-156.75; Lesotho, 157.00-157.25; South Africa, 157.50-157.75; Namibia, 158.00-158.25; Botswana, 158.50-158.75; Zimbabwe, 159.00-159.25; Mozambique, 159.50-159.75; Swaziland, 160.00-160.25; Lesotho, 160.50-160.75; South Africa, 161.00-161.25; Namibia, 161.50-161.75; Botswana, 162.00-162.25; Zimbabwe, 162.50-162.75; Mozambique, 163.00-163.25; Swaziland, 163.50-163.75; Lesotho, 164.00-164.25; South Africa, 164.50-164.75; Namibia, 165.00-165.25; Botswana, 165.50-165.75; Zimbabwe, 166.00-166.25; Mozambique, 166.50-166.75; Swaziland, 167.00-167.25; Lesotho, 167.50-167.75; South Africa, 168.00-168.25; Namibia, 168.50-168.75; Botswana, 169.00-169.25; Zimbabwe, 169.50-169.75; Mozambique, 170.00-170.25; Swaziland, 170.50-170.75; Lesotho, 171.00-171.25; South Africa, 171.50-171.75; Namibia, 172.00-172.25; Botswana, 172.50-172.75; Zimbabwe, 173.00-173.25; Mozambique, 173.50-173.75; Swaziland, 174.00-174.25; Lesotho, 174.50-174.75; South Africa, 175.00-175.25; Namibia, 175.50-175.75; Botswana, 176.00-176.25; Zimbabwe, 176.50-176.75; Mozambique, 177.00-177.25; Swaziland, 177.50-177.75; Lesotho, 178.00-178.25; South Africa, 178.50-178.75; Namibia, 179.00-179.25; Botswana, 179.50-179.75; Zimbabwe, 180.00-180.25; Mozambique, 180.50-180.75; Swaziland, 181.00-181.25; Lesotho, 181.50-181.75; South Africa, 182.00-182.25; Namibia, 182.50-182.75; Botswana, 183.00-183.25; Zimbabwe, 183.50-183.75; Mozambique, 184.00-184.25; Swaziland, 184.50-184.75; Lesotho, 185.00-185.25; South Africa, 185.50-185.75; Namibia, 186.00-186.25; Botswana, 186.50-186.75; Zimbabwe, 187.00-187.25; Mozambique, 187.50-187.75; Swaziland, 188.00-188.25; Lesotho, 188.50-188.75; South Africa, 189.00-189.25; Namibia, 189.50-189.75; Botswana, 190.00-190.25; Zimbabwe, 190.50-190.75; Mozambique, 191.00-191.25; Swaziland, 191.50-191.75; Lesotho, 192.00-192.25; South Africa, 192.50-192.75; Namibia, 193.00-193.25; Botswana, 193.50-193.75; Zimbabwe, 194.00-194.25; Mozambique, 194.50-194.75; Swaziland, 195.00-195.25; Lesotho, 195.50-195.75; South Africa, 196.00-196.25; Namibia, 196.50-196.75; Botswana, 197.00-197.25; Zimbabwe, 197.50-197.75; Mozambique, 198.00-198.25; Swaziland, 198.50-198.75; Lesotho, 199.00-199.25; South Africa, 199.50-199.75; Namibia, 200.00-200.25; Botswana, 200.50-200.75; Zimbabwe, 201.00-201.25; Mozambique, 201.50-201.75; Swaziland, 202.00-202.25; Lesotho, 202.50-202.75; South Africa, 203.00-203.25; Namibia, 203.50-203.75; Botswana, 204.00-204.25; Zimbabwe, 204.50-204.75; Mozambique, 205.00-205.25; Swaziland, 205.50-205.75; Lesotho, 206.00-206.25; South Africa, 206.50-206.75; Namibia, 207.00-207.25; Botswana, 207.50-207.75; Zimbabwe, 208.00-208.25; Mozambique, 208.50-208.75; Swaziland, 209.00-209.25; Lesotho, 209.50-209.75; South Africa, 210.00-210.25; Namibia, 210.50-210.75; Botswana, 211.00-211.25; 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South Africa, 231.00-231.25; Namibia, 231.50-231.75; Botswana, 232.00-232.25; Zimbabwe, 232.50-232.75; Mozambique, 233.00-233.25; Swaziland, 233.50-233.75; Lesotho, 234.00-234.25; South Africa, 234.50-234.75; Namibia, 235.00-235.25; Botswana, 235.50-235.75; Zimbabwe, 236.00-236.25; Mozambique, 236.50-236.75; Swaziland, 237.00-237.25; Lesotho, 237.50-237.75; South Africa, 238.00-238.25; Namibia, 238.50-238.75; Botswana, 239.00-239.25; Zimbabwe, 239.50-239.75; Mozambique, 240.00-240.25; Swaziland, 240.50-240.75; Lesotho, 241.00-241.25; South Africa, 241.50-241.75; Namibia, 242.00-242.25; Botswana, 242.50-242.75; Zimbabwe, 243.00-243.25; Mozambique, 243.50-243.75; Swaziland, 244.00-244.25; Lesotho, 244.50-244.75; South Africa, 245.00-245.25; Namibia, 245.50-245.75; Botswana, 246.00-246.25; Zimbabwe, 246.50-246.75; Mozambique, 247.00-247.25; Swaziland, 247.50-247.75; Lesotho, 248.00-248.25; South Africa, 248.50-248.75; Namibia, 249.00-249.25; Botswana, 249.50-249.75; Zimbabwe, 250.00-250.25; Mozambique, 250.50-250.75; Swaziland, 251.00-251.25; Lesotho, 251.50-251.75; South Africa, 252.00-252.25; Namibia, 252.50-252.75; Botswana, 253.00-253.25; Zimbabwe, 253.50-253.75; Mozambique, 254.00-254.25; Swaziland, 254.50-254.75; Lesotho, 255.00-255.25; South Africa, 255.50-255.75; Namibia, 256.00-256.25; Botswana, 256.50-256.75; Zimbabwe, 257.00-257.25; Mozambique, 257.50-257.75; Swaziland, 258.00-258.25; Lesotho, 258.50-258.75; South Africa, 259.00-259.25; Namibia, 259.50-259.75; Botswana, 260.00-260.25; Zimbabwe, 260.50-260.75; Mozambique, 261.00-261.25; Swaziland, 261.50-261.75; Lesotho, 262.00-262.25; South Africa, 262.50-262.75; Namibia, 263.00-263.25; Botswana, 263.50-263.75; Zimbabwe, 264.00-264.25; Mozambique, 264.50-264.75; Swaziland, 265.00-265.25; Lesotho, 265.50-265.75; South Africa, 266.00-266.25; Namibia, 266.50-266.75; Botswana, 267.00-267.25; Zimbabwe, 267.50-267.75; Mozambique, 268.00-268.25; Swaziland, 268.50-268.75; Lesotho, 269.00-269.25; South Africa, 269.50-269.75; Namibia, 270.00-270.25; Botswana, 270.50-270.75; Zimbabwe, 271.00-271.25; Mozambique, 271.50-271.75; Swaziland, 272.00-272.25; Lesotho, 272.50-272.75; South Africa, 273.00-273.25; Namibia, 273.50-273.75; Botswana, 274.00-274.25; Zimbabwe, 274.50-274.75; Mozambique, 275.00-275.25; Swaziland, 275.50-275.75; Lesotho, 276.00-276.25; South Africa, 276.50-276.75; Namibia, 277.00-277.25; Botswana, 277.50-277.75; Zimbabwe, 278.00-278.25; Mozambique, 278.50-278.75; Swaziland, 279.00-279.25; Lesotho, 279.50-279.75; South Africa, 280.00-280.25; Namibia, 280.50-280.75; Botswana, 281.00-281.25; Zimbabwe, 281.50-281.75; Mozambique, 282.00-282.25; Swaziland, 282.50-282.75; Lesotho, 283.00-283.25; South Africa, 283.50-283.75; Namibia, 284.00-284.25; Botswana, 284.50-284.75; Zimbabwe, 285.00-285.25; Mozambique, 285.50-285.75; Swaziland, 286.00-286.25; Lesotho, 286.50-286.75; South Africa, 287.00-287.25; Namibia, 287.50-287.75; Botswana, 288.00-288.25; Zimbabwe, 288.50-288.75; Mozambique, 289.00-289.25; 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Botswana, 309.00-309.25; Zimbabwe, 309.50-309.75; Mozambique, 310.00-310.25; Swaziland, 310.50-310.75; Lesotho, 311.00-311.25; South Africa, 311.50-311.75; Namibia, 312.00-312.25; Botswana, 312.50-312.75; Zimbabwe, 313.00-313.25; Mozambique, 313.50-313.75; Swaziland, 314.00-314.25; Lesotho, 314.50-314.75; South Africa, 315.00-315.25; Namibia, 315.50-315.75; Botswana, 316.00-316.25; Zimbabwe, 316.50-316.75; Mozambique, 317.00-317.25; Swaziland, 317.50-317.75; Lesotho, 318.00-318.25; South Africa, 318.50-318.75; Namibia, 319.00-319.25; Botswana, 319.50-319.75; Zimbabwe, 320.00-320.25; Mozambique, 320.50-320.75; Swaziland, 321.00-321.25; Lesotho, 321.50-321.75; South Africa, 322.00-322.25; Namibia, 322.50-322.75; Botswana, 323.00-323.25; Zimbabwe, 323.50-323.75; Mozambique, 324.00-324.25; Swaziland, 324.50-324.75; Lesotho, 325.00-325.25; South Africa, 325.50-325.75; Namibia, 326.00-326.25; Botswana, 326.50-326.75; Zimbabwe, 327.00-327.25; Mozambique, 327.50-327.75; Swaziland, 328.00-328.25; Lesotho, 328.50-328.75; South Africa, 329.00-329.25; Namibia, 329.50-329.75; Botswana, 330.00-330.25; Zimbabwe, 330.50-330.75; Mozambique, 331.00-331.25; Swaziland, 331.50-331.75; Lesotho, 332.00-332.25; South Africa, 332.50-332.75; Namibia, 333.00-333.25; Botswana, 333.50-333.75; Zimbabwe, 334.00-334.25; Mozambique, 334.50-334.75; Swaziland, 335.00-335.25; Lesotho, 335.50-335.75; South Africa, 336.00-336.25; Namibia, 336.50-336.75; Botswana, 337.00-337.25; Zimbabwe, 337.50-337.75; Mozambique, 338.00-338.25; Swaziland, 338.50-338.75; Lesotho, 339.00-339.25; South Africa, 339.50-339.75; Namibia, 340.00-340.25; Botswana, 340.50-340.75; Zimbabwe, 341.00-341.25; Mozambique, 341.50-341.75; Swaziland, 342.00-342.25; Lesotho, 342.50-342.75; South Africa, 343.00-343.25; Namibia, 343.50-343.75; Botswana, 344.00-344.25; Zimbabwe, 344.50-344.75; Mozambique, 345.00-345.25; Swaziland, 345.50-345.75; Lesotho, 346.00-346.25; South Africa, 346.50-346.75; Namibia, 347.00-347.25; Botswana, 347.50-347.75; Zimbabwe, 348.00-348.25; Mozambique, 348.50-348.75; Swaziland, 349.00-349.25; Lesotho, 349.50-349.75; South Africa, 350.00-350.25; Namibia, 350.50-350.75; Botswana, 351.00-351.25; Zimbabwe, 351.50-351.75; Mozambique, 352.00-352.25; Swaziland, 352.50-352.75; Lesotho, 353.00-353.25; South Africa, 353.50-353.75; Namibia, 354.00-354.25; Botswana, 354.50-354.75; Zimbabwe, 355.00-355.25; Mozambique, 355.50-355.75; Swaziland, 356.00-356.25; Lesotho, 356.50-356.75; South Africa, 357.00-357.25; Namibia, 357.50-357.75; Botswana, 358.00-358.25; Zimbabwe, 358.50-358.75; Mozambique, 359.00-359.25; Swaziland, 359.50-359.75; Lesotho, 360.00-360.25; South Africa, 360.50-360.75; Namibia, 361.00-361.25; Botswana, 361.50-361.75; Zimbabwe, 362.00-362.25; Mozambique, 362.50-362.75; Swaziland, 363.00-363.25; Lesotho, 363.50-363.75; South Africa, 364.00-364.25; Namibia, 364.50-364.75; Botswana, 365.00-365.25; Zimbabwe, 365.50-365.75; Mozambique, 366.00-366.25; Swaziland, 366.50-366.75; Lesotho, 367.00-367.25; South Africa, 367.50-367.75; Namibia, 368.00-368.25; Botswana, 368.50-368.75; Zimbabwe, 369.00-369.25; Mozambique, 369.50-369.75; Swaziland, 370.00-370.25; Lesotho, 370.50-370.75; South Africa, 371.00-371.25; Namibia, 371.50-371.75; Botswana, 372.00-372.25; Zimbabwe, 372.50-372.75; Mozambique, 37

Motoring

Sharp increase in sales at the pumps

Sales of petrol in the first quarter of the year rose by 7 per cent compared with the same period in 1979, a striking increase considering the high price and the fact that demand last year rose by only 2 per cent over the previous 12 months.

Several factors may help to explain the sudden spurt, not the least of them that a record half a million new cars came on to the roads during the period. Since no one expects the new car market to continue at the same giddy level, it may be assumed that demand for petrol will also drop back.

The petrol boom of the first three months could also be a reflection of the fact that earnings have kept ahead of prices and it has demonstrated once more the motorist's determination to run his car almost whatever the odds.

The disincentives have certainly been powerful. All motoring costs have risen sharply and none more than petrol. In the past 15 months the average price at the pumps has gone up by 65 per cent. During that time there have been no less

than 10 increases, seven caused by the rise of crude oil prices and three due to extra taxes.

Over the next decade demand for petrol is expected to rise by between 2 and 2½ per cent a year, which may not sound dramatic although it means that by 1990 consumption would be nearly 30 per cent higher than it is now. And that is against a background of increasing official concern to conserve energy and particularly oil which, as the end of the century comes closer, may be in ever shorter supply.

If the Government is concerned to limit the future demand for petrol it can do several things. It can raise prices further although the evidence is that motorists have become hardened to that and will tend to save on other items of expenditure rather than not run the car.

It can hope that someone comes up with a satisfactory alternative to the internal combustion engine. That is unlikely to happen in the next 10 years, even in the next 20. Electric cars are the most likely, but only when batteries have been developed that greatly increase the power of a vehicle and its range between charges.

The Government can compel manufacturers to improve the fuel consumption of new cars. So far manufacturers have been obliged only to give a voluntary undertaking to achieve a modest 10 per cent improvement by 1985. In America where cars are much cheaper, legal fuel consumption targets have been introduced and the idea could spread to Europe.

Finally, the Government can seek



Always improving: BMW success with 7 Series

to improve the fuel consumption of cars already on the road. Mr Geoffrey Sheppard, the retail manager of BP Oil, recently revived the idea that a check on the fuel efficiency of the engine should be included, along with the existing safety items, in the annual MOT test.

BP has found that adjustments to carburation, the electrical system and other fuel related items can produce improvements in economy of at least 6 per cent, equivalent to a national saving of one million gallons of petrol a day.

The fuel checks would make the MOT test more expensive, perhaps by as much as £10. But Mr Sheppard argues, the motorist would still be better off. The average driver

uses 300 gallons of petrol a year and by consuming 6 per cent less fuel he would find himself, at present prices, £25 to the good.

The proposed checks would not, of course, apply to those cars, at least four million of them, that are less than three years old and do not qualify for the MOT test. But that still leaves more than 10m and it is the older cars that tend to be serviced less often.

The Department of Transport has looked at the idea but considers that it would be difficult to implement and would not bring the sort of savings that BP claims. In the department's view the net fuel saving would be about only 2 per cent. But if at the moment there is little

official enthusiasm, circumstances may force a reappraisal.

Road test: BMW 732i

One mark of a successful car company, which BMW certainly is, is the ability to keep its models fresh and competitive. It is less than three years since the BMW 7 Series saloons arrived in Britain, and substantial modifications have been made which have improved both performance and fuel consumption.

This willingness to move quickly in response to changing market demands has helped BMW almost to double its sales in the past six years, a remarkable achievement for a company concentrating on the more expensive end of the business. In 1980 it expects to produce 350,000 cars and yet further expansion is planned, with negotiations afoot for a new factory.

The 7 Series must be particularly vulnerable to official disapproval in an 'energy saving' climate, while continuing to appeal to those motorists who enjoy performance driving (and have the money to pay for it). The task for BMW, therefore, was on the one hand to make the cars more economical and on the other to maintain or even improve acceleration and top speed.

The key to this is saving weight. Despite additional equipment, the latest 7 Series models are significantly lighter than their predecessors. Fuel consumption is 71 per cent better and all the models are a little quicker. On the 732i an electronic engine management system has been fitted, selecting with the help of a silicon chip the optimum settings for fuel and ignition.

Other new and worthwhile items are heated external rear view mirrors which defrost automatically when the outside temperature approaches freezing point. There is also a heated door lock, doing away with the need for fumbling for keys in water, and an optional extra system for heating the interior of the car has been added before the driver wants to get off.

The 7 Series range now comprises the 735i, the 732i and the 728i: the second two numbers denote engine size, 3.5 litre and so on, while the 'i' stands for fuel injection. I have been driving the middle one, which has a 3.2 litre, six cylinder unit, developing a lusty 197 bhp, accelerating from 0 to 60 mph in 8.4 seconds and reaching a top speed (so BMW tells me) of 127 mph. Comment on the performance is almost superfluous: this is a fast car and to be able to call on such power makes it a most relaxing one to drive.

It has to be said that despite the improvement, fuel consumption is still heavy and I probably did well to average 17 mpg in a combination of mostly town and motorway driving. Handling and roadholding are of the usual high order. Minor suspension changes have reduced bodyroll on corners, not that it was excessive before. Although BMW is one of the last European manufacturers to use recirculating ball steering, it does not have the vagueness so apparent in many Japanese cars. The brakes are well up to the demands that might be made on them.

While performance is there for those who want it, the car can be equally enjoyed as a quiet, comfort-

able, spacious long distance cruiser. The seats are a good compromise between Mercedes hardness and Citroën softness and the ride, too, avoids the extremes of firmness and wobble, though there is some chop-piness on broken surfaces.

There are grumbles, but mostly minor ones. Wind noise is a little intrusive at speed; the clutch is heavy; and the gearbox could give smoother changes. But this is a fine car and at £14,325 better value in today's prices than some BMW models sold here in the past.

Revised Alfads

The Alfa Romeo Alfads, which, despite quality and trust problems now said to be overcome, was one of the outstanding small cars of the 1970s, has been refreshed up for the new decade. A new exterior styling, the fitting of wrap-around bumpers with, for the first time, a front spoiler, a new light cluster front and back and side mouldings to protect the doors and sills.

Inside there are new seats, giving extra space and comfort, and the rear seat back can be lowered to give access to the boot. Mechanically the cars are unchanged except that the 1.3 model now has the same twin choke carburation as the 1.5. This is said to improve both engine flexibility and fuel consumption. The revised cars go on sale this week at £4,100 for the 1.3 and £4,300 for the 1.5.

Peter Waymark

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1978 condition but priced at 1974 level. 17,500 miles, 2000 cc, 25,000 miles warranted, £12,000.

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A memorandum of information on the position has been prepared and further enquiries should be addressed to the Director, Hospital Dental Services, Perth Dental Hospital, 196 Goderich Street, Perth, Western Australia, 6000.

Applications including personal and professional details and a recent photograph should be endorsed 'Application—Head of Restorative Dentistry' and addressed to: The Chairman, Perth Dental Hospital Board, 196 Goderich Street, Perth Western Australia, 6000.

Applicants are required to contact two referees and request them to forward their references directly to the Chairman, to be received prior to the closing date. Closing date for applications: 16th June, 1980.

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This is a senior appointment and involves the creation of a new specialist department at the headquarters of GKN. Applications are invited from members of the R.I.C.S. in the age range 35 to 45 years, already holding a substantive appointment and with extensive experience in undertaking the full range of professional work associated with valuation, acquisition and disposal of industrial land and industrial properties.

Salary and benefits will be commensurate with the seniority of this appointment.

Interested applicants should write to:

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Division of Protein Chemistry

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SALARY: Research Scientist/Senior Research Scientist: \$A16,632-\$A24,162 p.a.

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Salary in accordance with NJO conditions of service will fall within the range of £5,520-£5,627 plus 27% London Weighting (comparable salary implementation under review).

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The Managing Director of Redland Pipes requires a well educated and qualified secretary to undertake all normal secretarial duties. Applicants should have experience as a senior secretary in a commercial environment for at least three years, and possess a high degree of self-reliance.

We also require a secretary for our Production Director and Distribution Manager. This is a very interesting post for a pleasant, well qualified person who has already worked at director level in a manufacturing environment. Impeccable shorthand, typing and organising skills are essential and education to A level standard or equivalent. Preferred age, 24-35 years.

Benefits include 23 days holiday, subsidised meals, contributory pension scheme and share option scheme.

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A small company, involved in providing an efficient back-up service to their clients, are looking for a secretary. You should be able to do an efficient, accurate and professional job. You should be able to do an efficient, accurate and professional job. You should be able to do an efficient, accurate and professional job.

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NNEB or experience to look after Victoria, 4 years, and William, 6 years. Central London. Own room, colour TV, VCR's etc.

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Attention to copy is 3.00 pm on the day of publication. For Monday's issue the deadline is 12 noon Saturday. On all cancellations a Stop Number will be issued in the advertisement. On any subsequent queries regarding the cancellation, this Stop Number must be quoted.

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SHIRMAN—On May 13th, 1980, to the wife of Mr. and Mrs. J. H. Shirman, a son, James John Shirman, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

MITCHELL—On May 13th, 1980, to the wife of Mr. and Mrs. J. Mitchell, a son, James Mitchell, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

ROBERTS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Roberts, a son, James Roberts, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

SMITH—On May 13th, 1980, to the wife of Mr. and Mrs. J. Smith, a son, James Smith, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

WILLIAMS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Williams, a son, James Williams, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

WOODWARD—On May 13th, 1980, to the wife of Mr. and Mrs. J. Woodward, a son, James Woodward, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

BIRTHDAYS

LESLIE—On May 13th, 1980, to the wife of Mr. and Mrs. J. Leslie, a son, James Leslie, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

MARRIAGES

MONROE—On May 13th, 1980, to the wife of Mr. and Mrs. J. Monroe, a son, James Monroe, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

AMPHLETT—On May 13th, 1980, to the wife of Mr. and Mrs. J. Amphlett, a son, James Amphlett, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

BARRON—On May 13th, 1980, to the wife of Mr. and Mrs. J. Barron, a son, James Barron, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

CAVE—On May 13th, 1980, to the wife of Mr. and Mrs. J. Cave, a son, James Cave, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

COLLIER—On May 13th, 1980, to the wife of Mr. and Mrs. J. Collier, a son, James Collier, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

HOWARD—On May 13th, 1980, to the wife of Mr. and Mrs. J. Howard, a son, James Howard, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

JERRY—On May 13th, 1980, to the wife of Mr. and Mrs. J. Jerry, a son, James Jerry, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

MACKAY—On May 13th, 1980, to the wife of Mr. and Mrs. J. Mackay, a son, James Mackay, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

MIDDLETON—On May 13th, 1980, to the wife of Mr. and Mrs. J. Middleton, a son, James Middleton, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

RYAN—On May 13th, 1980, to the wife of Mr. and Mrs. J. Ryan, a son, James Ryan, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

SMITH—On May 13th, 1980, to the wife of Mr. and Mrs. J. Smith, a son, James Smith, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

WILLIAMS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Williams, a son, James Williams, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

WOODWARD—On May 13th, 1980, to the wife of Mr. and Mrs. J. Woodward, a son, James Woodward, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

YOUNG—On May 13th, 1980, to the wife of Mr. and Mrs. J. Young, a son, James Young, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

ZEPHER—On May 13th, 1980, to the wife of Mr. and Mrs. J. Zepher, a son, James Zepher, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

ADAMS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Adams, a son, James Adams, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

BROWN—On May 13th, 1980, to the wife of Mr. and Mrs. J. Brown, a son, James Brown, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

CLARK—On May 13th, 1980, to the wife of Mr. and Mrs. J. Clark, a son, James Clark, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

DAVIS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Davis, a son, James Davis, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

EVANS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Evans, a son, James Evans, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

FERGUSON—On May 13th, 1980, to the wife of Mr. and Mrs. J. Ferguson, a son, James Ferguson, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

GIBSON—On May 13th, 1980, to the wife of Mr. and Mrs. J. Gibson, a son, James Gibson, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

HARRIS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Harris, a son, James Harris, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

IRVING—On May 13th, 1980, to the wife of Mr. and Mrs. J. Irving, a son, James Irving, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

JONES—On May 13th, 1980, to the wife of Mr. and Mrs. J. Jones, a son, James Jones, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

KELLY—On May 13th, 1980, to the wife of Mr. and Mrs. J. Kelly, a son, James Kelly, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

LONG—On May 13th, 1980, to the wife of Mr. and Mrs. J. Long, a son, James Long, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

MARTIN—On May 13th, 1980, to the wife of Mr. and Mrs. J. Martin, a son, James Martin, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

NEAL—On May 13th, 1980, to the wife of Mr. and Mrs. J. Neal, a son, James Neal, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

OSBORN—On May 13th, 1980, to the wife of Mr. and Mrs. J. Osborn, a son, James Osborn, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

PETERSON—On May 13th, 1980, to the wife of Mr. and Mrs. J. Peterson, a son, James Peterson, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

ROBERTS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Roberts, a son, James Roberts, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

SMITH—On May 13th, 1980, to the wife of Mr. and Mrs. J. Smith, a son, James Smith, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

WILLIAMS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Williams, a son, James Williams, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

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DEATHS

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DEATHS

MORRIS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Morris, a son, James Morris, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

STURROCK—On May 13th, 1980, to the wife of Mr. and Mrs. J. Sturrock, a son, James Sturrock, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

TUPPER—On May 13th, 1980, to the wife of Mr. and Mrs. J. Tupper, a son, James Tupper, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

WOLFE—On May 13th, 1980, to the wife of Mr. and Mrs. J. Wolfe, a son, James Wolfe, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

ZEPLER—On May 13th, 1980, to the wife of Mr. and Mrs. J. Zepler, a son, James Zepler, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

MARSHALL—On May 13th, 1980, to the wife of Mr. and Mrs. J. Marshall, a son, James Marshall, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

SHARMAN—On May 13th, 1980, to the wife of Mr. and Mrs. J. Sharman, a son, James Sharman, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

GOLDEN WEDDINGS—On May 13th, 1980, to the wife of Mr. and Mrs. J. Golden, a son, James Golden, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

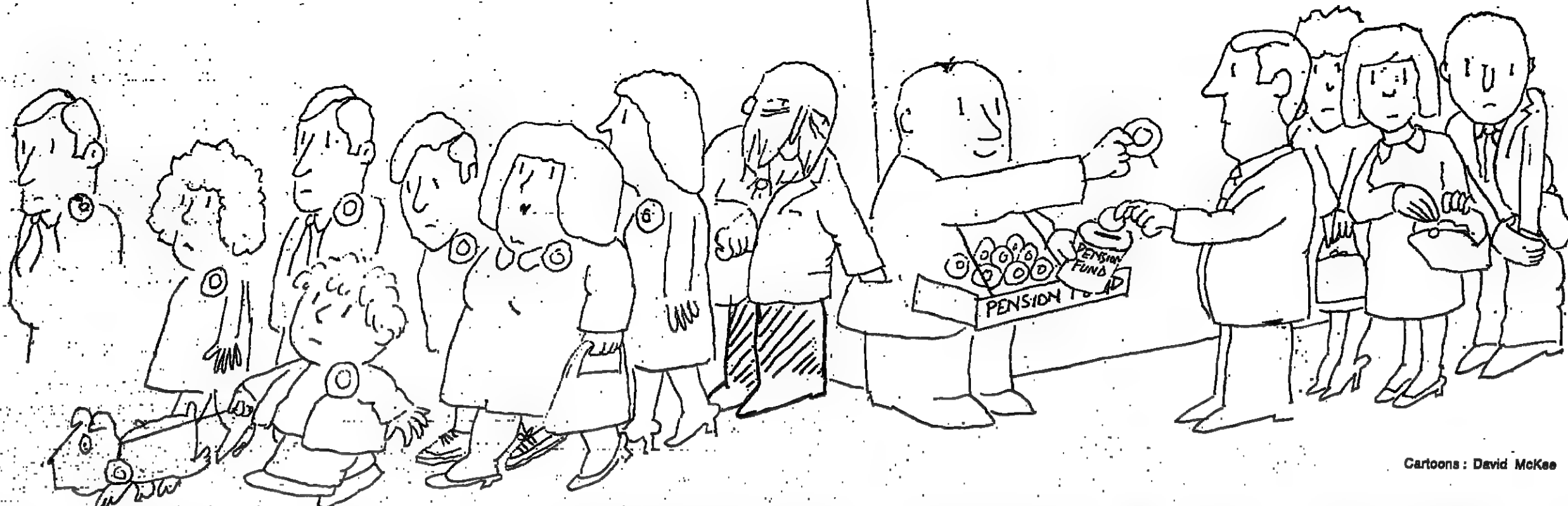
CLARK—On May 13th, 1980, to the wife of Mr. and Mrs. J. Clark, a son, James Clark, weighing 7 lb 10 oz, length 20 in, crown 13 in, middle finger 2 in 1/2. A brother for James and John.

DEATHS

DAVIS—On May 13th, 1980, to the wife of Mr. and Mrs. J.

Pensions

National Association of Pension Funds is meeting in Brighton today. Its chairman, Michael Pilch, sees the industry in its political context. Is there, he asks, a statesman in the House?



Cartoons: David McKee

1974, after 17 years of political bickering, a truce was declared. Recognising that a price had to be paid to all the party fun and games, the cost could be measured in terms of stagnant social security system and increasing dependence on elementary benefits.

bill for all the above had been paid by the Government. Credit for the success of a bipartisan approach to social security was given by general election to the late Sir Geoffrey Howe, but it should be noted that this statesman-approach to social security might set a precedent have been dashed by the reversion to party politics and filibustering tactics that have marred the present Parliament. Hansard reports on the House of Commons Standing Committee for this year's Social Security Bill make disturbing reading.

It is said that a committee of men and women, from both sides of the House, with proud records of passionate commitment to pensioners should spend four and a half hours arguing about such vital issues as the days on which they should meet, before getting down to serious discussion of the Bill itself. Few members

of the committee addressed themselves at any time to the technical content of the legislation, and when the National Association of Pension Funds put forward a minor, though important, practical suggestion for improving pension transfer arrangements, it was talked out without a vote.

Both parties are to blame for the impasse, though the Government should perhaps shoulder the main share for failing to take the initiative. The clumsy way in which it presented the case for breaking the link between the basic state pension and national average earnings made its action seem more provocative than it need have done.

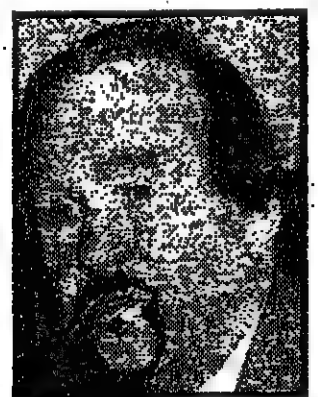
Opposition spokesmen, on the other hand, have done little to encourage a less belligerent attitude. Mr Stanley Orme holds his views strongly and sincerely. The stance which he takes up on any major issue, strangely perhaps for such a staunch trade unionist, tends to be non-negotiable. He has consistently opposed any bipartisan approach and, even if an olive branch had been

offered to him, might well have broken it over the head of the person concerned. Pensions cannot be taken out of politics, but nobody can justify party point-scoring at the expense of pensioners. In the five years that have elapsed since the Social Security Pensions Act reached the statute book, it has become



Sir Geoffrey Howe, Chancellor of the Exchequer, former Labour Minister of Pensions: stance on big issues tends to be non-negotiable.

increasingly obvious that no worldwide progress is ever likely to be made without agreement between the parties. The bipartisan approach is essential to the resolution of any major pensions issue, because it is impossible to effect the necessary changes within the timescale of one, or even two parliaments.



Mr Stanley Orme, MP, former Labour Minister of Pensions: stance on big issues tends to be non-negotiable.

The most urgent of the outstanding questions is probably the need for equality of retirement ages between men and women, but there are other aspects of equality of the sexes and retirement ages that merit further study.

All raise complex problems, solutions to which are likely to involve radical change and transitional arrangements lasting 20 years or more. Even if we make a start now, it will take us till the end of the century to resolve them.

Flexible retirement is a natural goal, but neither party is likely to score as long as the game remains a political football. There is wide agreement on the desirability of the objective, but a lack of agreement on how to get there. Reducing the male pension age to 60, seen by some as a natural first step along this road, may in practice rule out for the foreseeable future any progress towards a more flexible system based on personal choice.

The protection of pensions in payment against increases in the cost of living is

another problem that is unlikely to be solved by party politics. Essentially it concerns the transfer of resources from the working population to the retired and, while this must remain a political decision, it is not sensible to make radical changes every three or four years.

Naturally, the emphasis must alter with the political complexion of the party in power, but any change of direction should take the form of a touch on the tiller rather than a complete about face.

Preservation of pension rights on changes of employment, being essentially a matter of priorities, raises

problems of a different sort. It is not easy to discern any pressure for changing present law or practice coming from employees, generally, or employers.

The Government has turned its back on any move to encourage transfer payments, to judge from its attitude to the National Association of Pension Funds amendment to the Social Security Bill, and job-changers would not take precedence over pensioners, or for that matter widows or other dependants, in terms of priority for benefit improvements on many people's lists.

Certainly, if the Occupational Pensions Board is able

to solve this dilemma, it will require agreement between the parties to give it effect.

Perhaps most important is the wider and continuing debate over the role and responsibilities of the elderly in society. For any real improvement in their situation, retired people in Britain are heavily dependent on a renewal of the spirit underlying the bipartisan approach to pensions. Politicians must be told that if they waste the next 17 years, as they frittered away the years before 1974, future generations of pensioners will hold them accountable for their neglect.

Is there a statesman in the House?

ON OTHER PAGES

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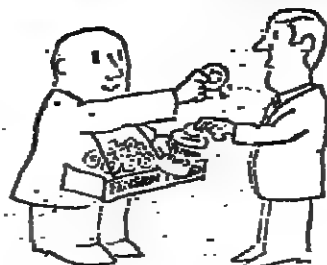
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PENSIONS



Pat Healy looks ahead on the second birthday of the earnings-related scheme and

Margaret Stone talks about worker participation

A long-range strategy to beat poverty trap

The return of pensions to the party political arena may have obscured the fact that thousands of people now on the point of retiring can expect pensions up to £3 above the basic level. They are among the first beneficiaries of the new state earnings-related pension scheme, which achieved its second birthday in April.

There are now about 110,000 pensioners receiving extra pension under the

scheme, and about the same number who would qualify for some extra state pension if their own occupational pensions do not have an inflation-proofing guarantee. But there is, as yet, no gross swell of either gratitude or resentment about the scheme. When it has been raised at meetings attended by pensioners in recent months, there has been a general welcome for the prospect the new scheme offers in the future but little recognition that it is actually affecting incomes of present pensioners.

Age Concern commented, perhaps a little acidly, that "contrary to expectations" its information department has had almost no comment or inquiry about the scheme from pensioners. Perhaps, it suggested, the present level of the benefit is so marginal that many pensioners do not realize they are getting extra money, or they do not feel it is worthy of comment.

Nevertheless, the scheme remains attractive for future pensioners at most income levels. Already the 110,000 people known to be receiving some extra pension from the scheme will have reaped much of the higher national insurance contributions they had to pay to qualify. Like future pensioners, they also have the guarantee that the extra pension will at least be protected against rising prices.

That guarantee will mean that the maximum earnings-

related additional pension will rise by 16½ per cent this November, producing a new top level of £3.45 a week. However, the guarantee itself has taken a knock because of the rise of both the last Labour government and the present Conservative administration, and because of the latter's new attitude to pensions indexation.

For two successive years, government forecasts of inflation have proved wrong, and already there are indications that the 16½ per cent forecast for price increases between November, 1979, and 1980, will prove too low. The Government is bound by law to increase pensions and other benefits each year on the basis of the best forecasts available at the time.

The High Court has established "affirmatively" that the Government can choose its own forecasting method. But it also established that there is no statutory duty to make good any shortage caused by getting the figures wrong.

In November, 1979, the present Government fulfilled its election pledge by making good the shortage of the previous year caused by its predecessor's underestimate of earnings increases. But it is refusing to make good the 1.7 per cent shortage in its own forecast of the increase in earnings between November, 1978, and 1979.

The Government argues that, since there is no legal obligation to make good the

shortage, it has fully complied with the statutory requirements by putting into effect this year's increase on the basis of the best possible forecasts. Another deterrent in making good the shortage was that it would have cost an extra £195m in a full year.

That is little compensation to pensioners whose incomes take effect after inflation has occurred. The increasingly vociferous pensioners' organizations that have links with the trade union movement claim that pensioners are on a treadmill which stops once a year to let them catch up, but that the state scheme provides a better prospect for all except those with consistently high earnings. Nevertheless, 10 million workers are in occupational pension schemes providing good enough cover to opt out of the state scheme. But they have the extra guarantee that the state will provide the same inflation proofing up to level of the earnings-related pension that they would have received if they had been covered by the state scheme instead.

So far, the earnings-related additional pension has not been affected by the shortages because it has been linked only to prices. But inaccurate forecasting in future will clearly affect it. The scheme still has 18 years to run before it matures fully, and it still enjoys all-party support and the respect of the private earnings.

pensions industry. The occupational pensions industry is still not able to provide for all workers, and it has not yet proved capable of providing pensions that withstand the ravages of inflation.

That is shown by the number of existing occupational pensioners who have to resort to supplementary benefits to bring their incomes up to the official subsistence level. About 200,000 occupational pensioners draw supplementary benefits, as well as 4,000 widows with private pensions.

Leading private pension interests have suggested that the state scheme provides a better prospect for all except those with consistently high earnings. Nevertheless, 10 million workers are in occupational pension schemes providing good enough cover to opt out of the state scheme. But they have the extra guarantee that the state will provide the same inflation proofing up to level of the earnings-related pension that they would have received if they had been covered by the state scheme instead.

The eventual aim is to provide combined pensions close to final salary for the low paid by 1988, with married men on average earnings re-tiring on half salary. The scheme still has 18 years to run before it matures fully, and it still enjoys all-party support and the respect of the private earnings.

A deliberate objective to raise state pensions level where few people will have to resort to supplementary benefits, their incomes a subsistence level, neither the last nor the first. Government has been able to do much for existing pensioners by simple indexation, the raising of the earnings-related scheme will inevitably produce a widening gap between the already retired future pensioners.

That is the main Age Concern. As the scheme matures, it expects to see increasing complaints from the wide discrepancy between people who have in well paid jobs for their lives, and whose pensions will be considerably lower because have had long periods of unemployment, low pay. For such people, Age Concern believes a new state scheme offers protection, particularly the indexation link, earnings is disappearing, the prices link is opaque, inaccurate forecasting.

Much can change in next eight years, however, and both big parties are committed to enabling pensioners to share in standards of living. Full that commitment is the earnings related scheme is to succeed.

The author is Social Sec Correspondent.

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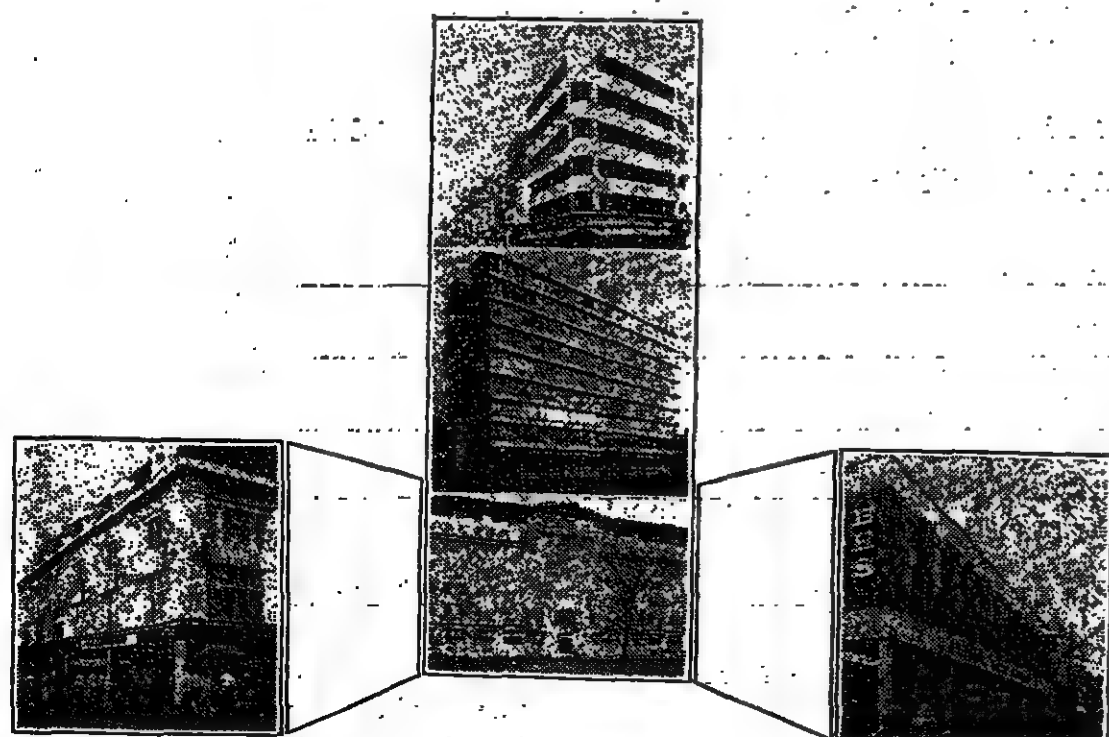
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Appointment of trustees not just by trade unions

It is nearly four years since the outgoing Labour Government upset the pensions industry and employers with a White Paper which proposed legislation to give a statutory right to recognized independent trade unions to appoint 50 per cent of the controlling bodies—the pension scheme trustees.

This contentious and politically motivated proposal flew counter to the objective advice given a year earlier by the Occupational Pensions Board, an independent body of pension experts, when the OPB published its views on disclosure and member participation in scheme management. It recommended instead the voluntary adoption of a code of good practice, the details of which would have to be worked out.

The outcry against the Government's White Paper was not about the concept of member participation. Some companies, such as ICI and Unilever, had long practised such a philosophy; for others the idea was novel, but immediately attractive and right for the times. No, what was vehemently opposed was the Government's rejection of the idea that all members should have a say in appointing member trustees in favour of the more narrowly based selection by trade unionists alone.

The Confederation of British Industry, predictably, opposed the White Paper proposals and backed its opposition with the results of an independent survey which showed that as many as seven out of 10 people objected to the Government's plan to give trade unions the sole right to appoint half the management bodies of company pension schemes.

The CBI also took the opportunity to canvass its members' views on just what existing practice was in respect of member participation. It carried out a separate survey among the largest private sector companies to establish the extent of members' participation in pension scheme management. It had replies from 100 such companies, covering altogether 1,640,000 scheme members.

The returns showed that 43 per cent of the members had full participation in the management of their pension scheme; that 11½ per cent had partial participation in management—their management body not being responsible for the control of investment; and that a further

27 per cent were in schemes whose companies were working on plans for participation. The survey also showed that in schemes with member participation 75 per cent were in schemes where nomination or appointment was made to the management body by all the members. At the other end of the spectrum 20 per cent were in schemes where appointment was through trade unions alone, and 5 per cent were in schemes where appointment was partly by members and partly through trade unions.

The survey was last updated at the end of 1978 and showed an encouraging trend. Out of the 100 companies originally questioned, 56 had member participation in the management of their main schemes, compared with 41 18 months earlier. A further 26 companies were working on plans for its introduction.

It is a moot point where the impetus for introducing member participation has come from. Metropolitan Pensions Association, a leading firm of employee benefit consultants, believes that the general trend towards member participation was established well before the abortive White Paper which, if anything, retarded progress in this area as companies froze their plans because of uncertainty.

On the other hand, it does seem likely that the threat posed by the White Paper has galvanized other companies into taking immediate action to secure universal participation in their pension schemes, as opposed to merely trade union membership, in order to forestall any further attempts to reintroduce this unpopular measure. Under a Conservative Government the threat is minimal.

Three companies which have introduced member participation are Wilkinson Match, Amalgamated Power Engineering and Renold. Wilkinson Match first mooted the idea when it planned harmonization of its pension schemes after the merger of Wilkinson Sword with British Match. The White Paper confirmed the company's thoughts that 50 per cent of the trustees should come from the workforce.

Renold built member participation into its new scheme for the hourly employed back in 1975 and has since extended it to its staff vestment; and that a further

members were selected by that if the decision was to go outside the state scheme a new pension company would be formed with all members. The selection is in the hands of a body jointly made up by the management and unions.

Amalgamated Power Engineering's member participation is a direct outcome of recent pensions legislation. At the time of the great contracting-out debate, the company let it be known that

their role is limited to exercising the discretion to enabling pensioners to share in standards of living. Full that commitment is the earnings related scheme is to succeed.

The author is Editor, Social and Investment Finance.

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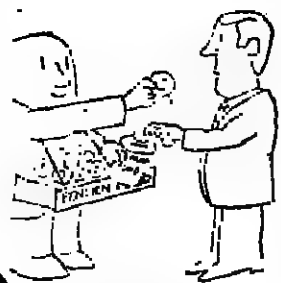
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PENSIONS



John Gaselee writes on provision for the self-employed, and John Jenkins on retirement education

New freedom to contribute the full amount

This year's Budget, which is self-employed, has grounds for thinking the Government was not acting against them. Pension contributions, compared with other financial pre-occupations, such as buying into a practice, repaying a mortgage and, possibly, trying to educate children privately.

Some useful points were announced in the Budget, and, perhaps, a wide-ranging review of the Government's policy will result in favourable changes. The amount which anyone self-employed can contribute to a personal pension, receiving full tax relief, is being increased from 10 per cent to 17½ per cent of relevant earnings for those born in 1916 or later.

Some useful points were announced in the Budget, and, perhaps, a wide-ranging review of the Government's policy will result in favourable changes. The amount which anyone self-employed can contribute to a personal pension, receiving full tax relief, is being increased from 10 per cent to 17½ per cent of relevant earnings for those born in 1916 or later.

In the early years, despite the tax relief, a self-employed person cannot necessarily afford to make this type of pension contribution. Probably he has other financial pre-occupations, such as buying into a practice, repaying a mortgage and, possibly, trying to educate children privately.

Fortunately, the Government is introducing a carry forward procedure so that any right to make a contribution which is not fully taken up can be carried forward to a subsequent year, for a maximum of six years. Unfortunately that does not necessarily solve the problem.

Ideally, those who are self-employed would like to be put in a position comparable to controlling directors of companies, where if necessary substantial top-up contributions can be made during the few years before a director will retire. As it is, there are plenty of professional self-employed men and women, bearing retirement, who have been restricted to low levels of contribution since this type of contract was introduced in 1956, and they have no means of boosting the pension benefits which have been bought.

Improvements, also, are being made as far as death benefits are concerned, for the self-employed. Traditionally, if a policyholder has died before taking his pension, insurance companies have returned the premiums which have been paid—either without interest, or with interest calculated at a modest rate.

Gradually, however, traditional life offices are copying the unit-linked offices, which return the value of units allocated. A number of life offices have announced that they will return premiums together with interest at a higher rate than in the past or, in some cases, will pay out the full fund accumulated to date on behalf of the policyholder.

In the past, such benefits have had to be paid into the policy holder's estate. Now, legislation is being introduced so that the benefit can pass to dependants (for example children) free from capital transfer tax.

No change has been made to the maximum premium which can be paid towards an associated life policy. The limit remains at 5 per cent of net relevant earnings, subject to an upper limit of £1,000. Any such premium, which ranks for full relief of income tax, counts towards the overall pension contribution of 17½ per cent of net relevant earnings.

Here again, however, it is planned that it shall be possible for any benefits paid to pass to dependants, free from capital transfer tax. At one stage, it was unwise for anyone wanting a high pension as possible to take this type of life policy, since it would have reduced the contribution which could be paid towards a pension. Now, however, with the higher contribution limits, this type of life policy may well prove attractive to those with relatively high earnings, since the premium will represent a much lower proportion of overall pension contribution than in the past.

Originally, only term assurance was provided by life offices for this type of policy. Later, family income benefits were introduced. This type of policy still may not run beyond the age of 75. This, therefore, is not an infallible way of building up a fund for dependants which will be free from capital transfer tax at death—available, perhaps, to pay capital transfer tax on other assets passing at death. No benefit will be secured for anyone living beyond the age of 75.

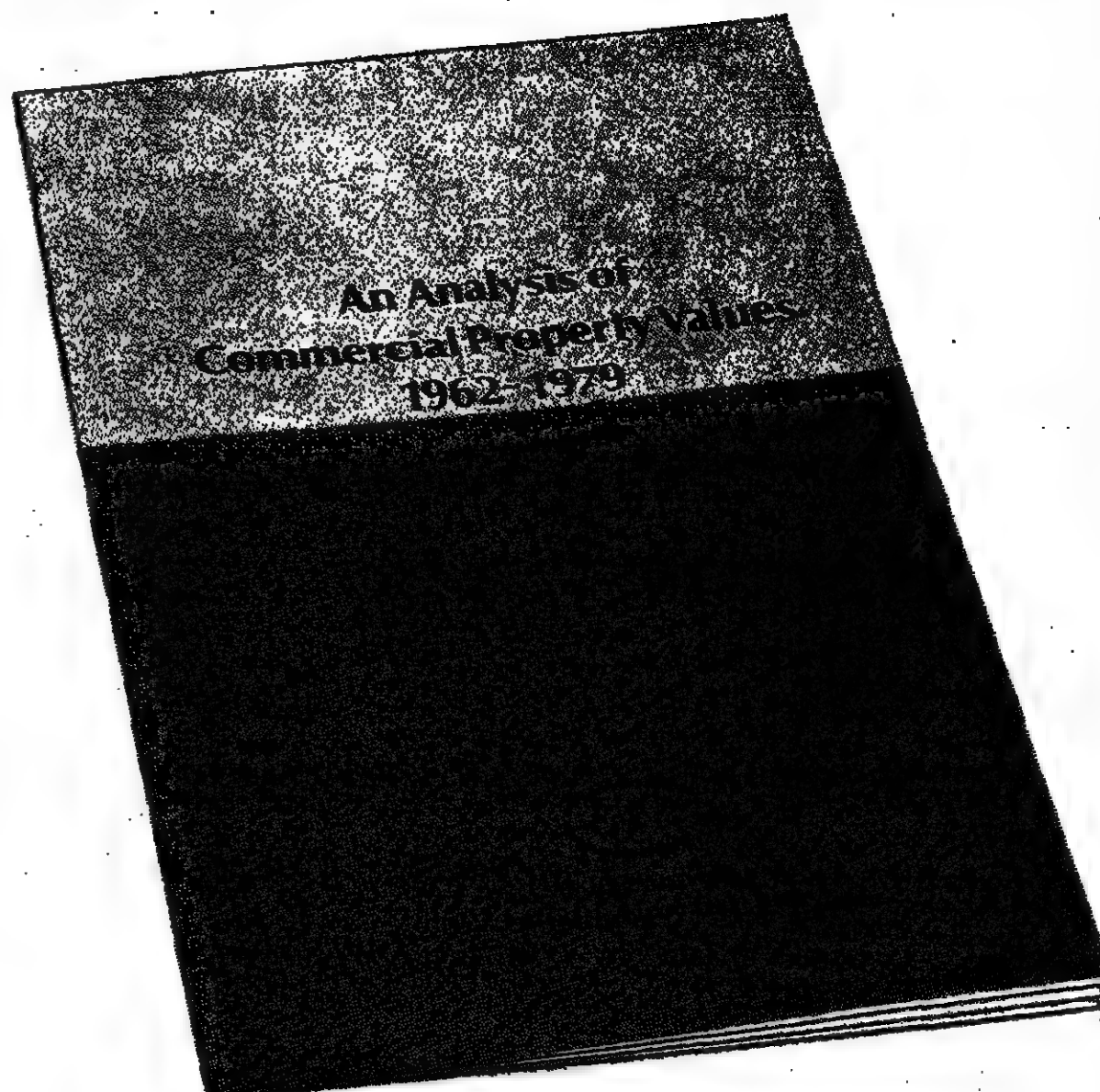
To cater for that situation, one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.



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Preparing for a good life when working days are done

1,500 people will retire tomorrow another 1,500 will retire tomorrow. The number entering retirement is accelerating as the Government pursues its policy of encouraging early retirement to alleviate unemployment among younger people.

Alone the fringes of pension and personnel management are two other categories: employee benefits consultants (usually for management), and welfare officers (usually for shop-floor staff).

Who is best equipped to deal with the preparation of staff? Who can ensure that people approaching this stage of life see it as a new beginning, or *troisième âge*, as the French call it. I put the question to Professor Alastair Heron, chairman of the Association for Pre Retirement who summarized the six points which have become the guidelines for those concerned with retirement education: attitude, health, housing, money, employment, leisure.

Professor Heron's wish is met.

gaining ground. The policy decisions regarding pensions and pre-retirement education are being taken at board level, and pension and personnel departments are sharing the responsibility. An inevitable overlap concerns post-retirement care, and here many companies set up a voluntary visiting service which adds a personal touch to company care. Unilever, Allied Breweries, Ford and Marks & Spencer are just a few following this policy.

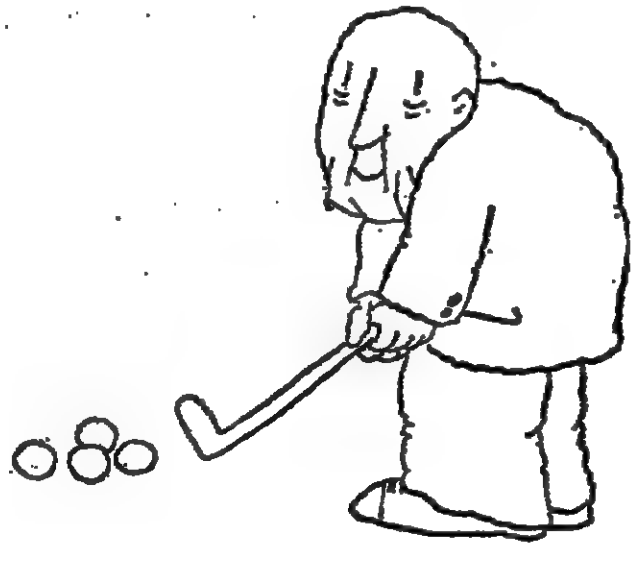
For many years trade unions paid little or no attention to pensioners. But first Lord Feather and now Mr Len Murray have alerted their members to the need to be involved in the battle for better pensions and retirement training.

Since his retirement from full-time union affairs, Mr Jack Jones has devoted much time to the cause of pensioners, while Mr Tom Jackson is as much concerned about Post Office pensioners as he is about the men in employment.

This trade union interest in the problem, as much as the publicity generated by the National Association of Pension Funds and the work of the Occupational Pensions Board, has alerted directors to the need for providing properly organized retirement education.

The author is the publisher of the retirement planning magazine *Choice*, and chairman of the Greater London Association for Pre Retirement.

When considering these criteria, it is all too often overlooked that preparation for retirement is a specialist form of continuing education and not merely the provision of factual information on financial or health questions, important as these are. Most people in middle life or later talk gaily about all that extra time retirement will give them but very few are ready for the loss of identity which can frequently does accompany the cessation of full-time employment.



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PENSIONS



J. Dundas Hamilton examines funded and unfunded schemes, and Maurice Oldfield looks at what happens when a man changes his job

Public and private options

Riders of hobby horses tend to accompany their prancing with loud cries, and none has raised his voice more vigorously lately than the critics of funded pension schemes.

Most occupational pension funds in the United Kingdom's private sector are subscribed to on a capitalization system: the capital value of future benefits is calculated by the actuaries to the scheme and set aside out of current earnings. This money is invested, and such schemes are said to be funded.

Unfunded schemes operate on a pay-as-you-go system, in which no account is taken of future liabilities and the only payments out of current earnings are the benefits to present pensioners. The Civil Service, for example, is covered by the pay-as-you-go system, and its scheme is also committed to post-retirement indexation guaranteed by the Government.

Few critics of the funded schemes believe that the capitalization system is inappropriate to the private sector, because of the essential factor of security: pension liabilities must be divorced from the overall liabilities of the employer, so that the pension rights of the employee are protected even if the business fails.

This argument carries less weight with funds in the public sector, in particular those for employees of local authorities and nationalized industries.

Here, security is a question: Civil Service pensions are supported by taxation; local authorities have the power to tax their constituents through the rates, and nationalized industries have monopoly powers and can pay pensions through increased prices.

The pension funds of both groups are investing massive amounts in both property and securities. If funding were discontinued, contributions of £1,750m a year would be available to the nationalized industries and £750m to the local authorities.

This money could be used locally to reduce prices or rates, or nationally to reduce the public sector borrowing requirement.

If the existing investment portfolios were handed over to the state, assets of about £5,000m from local authorities and £11,000m from nationalized industries would be available for disposal, thus again making a major contribution to reducing public sector borrowing.

The reasons for continuing funding in the public sector have been developed by several institutions and associations in evidence to the Wilson Committee. The most telling are summarized below.

Costs of future pensions should be met when the liability is incurred, otherwise costs are distorted. This is particularly important where nationalized industries are in competition with private concerns.

If a national economic pensions policy is to achieve its objectives, it should make a positive contribution to economic growth. This requires restraint in consumption and a willingness to use resources for productive investment. People are more likely to accept that restraint if they have the feeling that their contributions are being set aside for their old age.

If real rates of return are expected (and negative rates are a phenomenon of only the past few years), it is cheaper to put aside money now and invest it, than to pay them later.

The fundamental flaw is that the pensions of today's employees are paid for by the contributions of tomorrow's workforce. It is the philosophy of hire purchase against the philosophy of saving, and its viability depends upon the acceptance by future generations of the burdens of the past.

The economic effect of unfunding is more complex and more far-reaching than simply cutting £2,500m off public spending. A switch to pay-as-you-go would not, of itself, make any additional resources available to the economy.

Whatever courses of action were taken by public sector organizations to make use of the contributions released by a switch to pay-as-you-go, the result would be either to depress industrial investment or to cause a smaller reduction in the public sector borrowing requirement than the flow of savings available to finance it.

The Consultative Committee of Accountancy Bodies, which is composed of chartered accountants, certified accountants, cost and management accountants, and the Institute of Public Finance and Accountancy, emphasized the importance of funding in its evidence to the Wilson Committee: "In principle, we believe that the ultimate objective should be to require external funding of all occupational pension schemes", it said.

Far from endorsing further unfunding, this eminent group is advising a move in the opposite direction.

What trends are likely to affect a decision on whether to switch to pay-as-you-go? Advances in medical science are likely to increase the longevity of pensioners. Retirement is likely to occur at an earlier age than 65, both for social and political reasons. Technological developments, particularly the effect of microprocessors, will alter the pattern of employment, even if it does cause the workforce to be much smaller.

All these factors emphasize the caution which must be exercised in making any change from the funding of pension schemes. The state has little or no resources of its own, so that the money for unfunded benefits comes from the pockets of the public, and there is a limit to the amount of taxation which the public will bear.

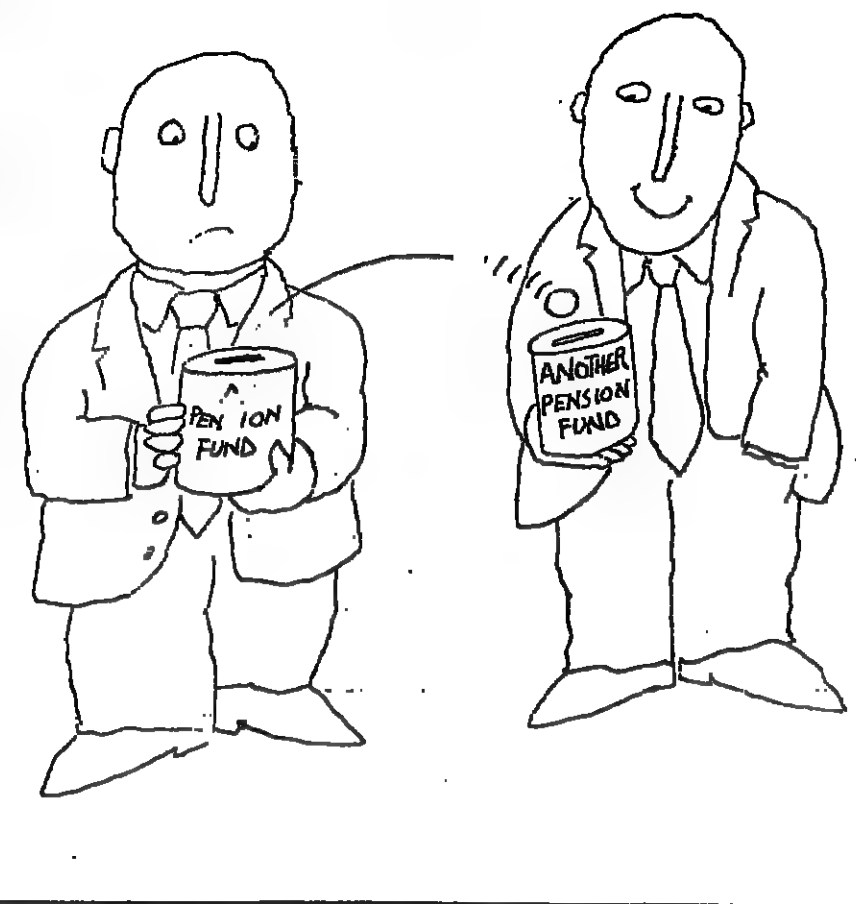
Some of the critics of funding are members of the Government, and the solution may ultimately lie in their own hands. Government's job is to provide an environment in which people are encouraged to be more productive and in which the control of economic policy is based on the well-ordered rules of good housekeeping.

If it carries out this task effectively (and it cannot succeed without the help and determination of the public), then inflation will fall, interest rates will be reduced, the pressure of public-sector borrowing will decline, and real rates of return on investment will rise.

When that happens, the whole question of funding or unfunding will be of only academic significance.

The author is senior partner, Fielding, Newson-Smith and Co.

Keep a watch on your transfer fees



Some time ago, sitting in the train returning to Bristol, I noticed a headline in a London evening newspaper which at first glance seemed to indicate a curious attitude on the part of royalty towards a trade union member. It said: "Palace to swoop for striker." But the headline was on the back page and referred to the activities of a South London football club which had decided to procure the services of a player—to effect his transfer.

This type of arrangement is entirely straightforward and is of immense financial benefit to the man who is changing his employer. But in the case of nearly all other job changers there may be an immediate improvement in income, there may be an improvement in job prospects, but the pension expectations of those employees will almost certainly fall in percentage terms when related to pay at retirement date.

It is reasonable to ask why this should be so. Why should changing employers make any difference to pension expectations?

To illustrate the point, let us look at some figures. Mr Jones and Mr Brown begin employment as management trainees with the XYZ Corporation on the same day; it happens to be the twenty-fifth birthday of them both, April 1, 1945.

They are paid £500 a year. They make identical progress, and at 35 they have become managers earning £1,500 a year.

The XYZ pension scheme provides after 40 years' service a pension at age 65 equal to two-thirds salary. By April 1, 1985, both have reached senior appointments, with salaries of £4,500 a year, but the scope for further progress if both of them stay with XYZ does not look good. So Mr Brown moves to the PQR Company on his forty-fifth birthday, with a £2,000 a year increase. The post at the new company offers identical pension benefits.

By coincidence on that day Mr Jones is promoted at XYZ with a similar lift in salary. At age 35 let us assume both men will be earning £12,000. Mr Jones's annual pension will be £8,000, but Mr Brown will have a pension made up of £1,500 from XYZ (one half of the two-thirds salary formula because he has completed 20 and not 40 years of service) and £4,000 from PQR (on the same basis) — a total of £5,500 a year.

So, all other factors being eliminated, except for changing jobs on one occasion at age 45, one man has a pension equal to two thirds of his final pay, and the other a pension of less than half his final pay. Where has £2,500 of Mr Brown's annual pension gone?

Would it have made any difference if Mr Jones had transferred Mr Brown's accrued assets to the trustees of the PQR fund? The answer is a most positive no, because the XYZ trustees could only pay over the deferred pension of £1,500 a year, payable from 65.

The cash value would only enable the trustees of the PQR fund to provide £1,500 a year, the same pension as would have emerged from the XYZ fund had transferred Mr Brown's accrued assets to the trustees of the PQR fund? The answer is a most positive no, because the XYZ trustees could only pay over the deferred pension of £1,500 a year, payable from 65.

The reason for this is that most pension schemes are based on the basis that all members will remain in employment until normal retirement date. The actuarial calculations an overall contribution rate (usually, for convenience, expressed as a percentage of pay). More often than not, members will be asked to pay a fixed percentage of their pay (usually 5 per cent). The company pays the balance.

The fact that some members leave before retirement would make no difference to the contribution rate or to the member's expectations if there was not inflation. Inflation has a double effect. It causes the normal retirement date of a person leaving to be based on pay at the point of leaving, that deferred pension will diminish as a percentage of pay at 65 in proportion to the rate of increase in pay after leaving.

Inflation will also cause the actuary to revise upwards his estimate of the company's contribution required for members continuing in employment. The pressure, therefore, will be on being able to maintain benefit levels for those who stay. Finding yet more money at such a time for people leaving would be difficult.

The next question which is often asked is: how is it that contributions made by de-

ferred pensioners do not provide greater eventual benefits? To go back to the example, during the 20 years during which Mr Jones and Mr Brown both worked for XYZ, identical contributions went into the XYZ fund.

But in relation to that period Mr Brown eventually earned £1,500 a year pension, and Mr Jones £4,000. The difference arises because the contributions are average contributions. Mr Jones and Mr Brown may, indeed, have both paid 5 per cent of their earnings, but if the company contribution was on average 10 per cent, then it does not mean that a separate account for each member is credited with that 10 per cent.

At the age of 25 the member's own contributions will provide more than the scale of benefits laid down in the rules of the fund. Where members leave in their twenties it is often the case that their own contributions will be worth more than the value, at that time, of the deferred pension.

In other words, the transfer value will represent the member's contributions only. This is because as the member gets older, the costs increase in geometrical proportions.

To buy the second half of Mr Jones's pension (equal in value to the first half, £4,000 a year), a much higher annual input will be required. The reason is simple: the first year's contribution will earn cumulative interest for 40 years, tax-free. The £25 contributed by the member, being 5 per cent of his salary in his first year, would by his last year have become £543 at a modest 8 per cent annual rate of interest.

So it really comes down to two key issues. The effects of inflation, which are reduced for the member who remains in service by the fact that his pension is based on final pay, are adverse for the person leaving early because his final pay in consequence with his deferred or transferred pension is fixed at the point of changing jobs. And the order of priorities, which increasingly is decided in consultation with the members, tends to apply resources towards increasing the benefits of those in service, rather than improving the transfer values of those who leave.

Attitudes are changing as a result of the growing number of employees with pension expectations, the increase in these expectations, the restrictions placed on the trustees in refunding contributions, and the guaranteed minimum pensions arising under the 1978 state-earnings-related scheme. This focuses attention on maintaining the purchasing power of deferred pensions.

There is no pension problem which cannot be resolved by increasing the amount of money available. It is estimated that granting increases at the rate of 8 1/2 per cent a year, between the date of leaving and retirement date, to deferred benefits or transfer values may increase the pensions bill by a tenth. But it would be agreed almost universally that this should only be done if pensions already being paid were similarly protected, and this could double the total pension costs.

What is more likely is a compromise whereby pensions deferred and pensions in course of payment are both subject to annual increases of say 2 1/2 per cent. This could mean that a total member/company contributions rate of 15 per cent

would become about 20 per cent.

If this had happened Mr Brown's case his pension would have been nearly £2,500 (instead of £1,500), bringing his benefits to nearly 55 per cent of his final pay. It is probably as far as current attitudes would approve.

One thing is certain: Administrative transfers must be encouraged, and time passes and the position of present pensioners' present members' important transfer values will be more important.

The author is vice-chairman National Association of Pension Funds and group executive Aldermaston rate of 15 per cent

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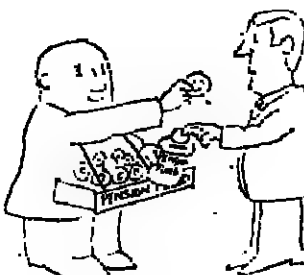
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PENSIONS

Tom Heyes explains how the funds formulate investment policies while K. Cole examines changes in the provision for women



Long-term problems in getting the asset mix right

A spotlight of public interest is once again focused on pension funds, and in particular on their investment strategies. The figures involved are huge, both in terms of capital values of funds and in the annual accretion of new money. How do large funds about formulating their investment policies to handle this money? What are the factors that have to be considered? When appraising any policy-making activity, the first question to ask is: "What is the objective of policy-makers?" This is certainly true of pension funds. Investment policy has been considered in recent years and several factors in policy-making are important. However, for the purpose of this article it is assumed that the objective is to provide assets and future pensioners with the best possible pension.

There are fundamental features common to all pension funds which must be taken into account when formulating policy:

1. A young person joining a pension fund today may reasonably expect 40 to 45 years in employment and a further 15 to 20 years as a pensioner. Thus, even if he or she is the last person ever recruited by the parent company of the pension fund, some part of its investment policy will relate to a period of 60 years or so away. In a continuing situation there will always be the need to consider the pension of the latest recruit, and in a normal growing fund the time horizon for policy-making will be 40 to 50 years.

2. The long-term nature of pension funds can be an advantage, for example when considering certain types of large-scale property development which may take several years before they begin to produce income. However, there are real problems in the long-term which arise from the disastrous effect inflation can have on the best laid plans for paying pensions. In this context, the levels of inflation in the past few years have been horrific, but even looking at longer periods, including times of alleged stability, the problem is still serious. A pension fund's commitments can never be exactly quantified if it is to meet the aspirations of pensioners to have a pension which keeps pace with inflation throughout their lives.

3. The currency in which the liabilities will be paid must also be taken into account. A British fund will generally be obliged to pay its pensions in sterling and this must be a constraint when the question of investment in overseas countries is considered.

Having considered the objectives and general nature of the problem, what are the more detailed factors that must be considered?

The first of these is the asset mix or distribution of money over the various investment sectors available. The table shows the holdings of pension funds in market values and percentage terms at February, 1979.

| | £m | % |
|---------------------------------------|--------|-----|
| ed interest | 7,230 | 26 |
| ilities (including convertibles) | 13,757 | 48 |
| erty (excluding property unit trusts) | 4,300 | 15 |
| erty unit trusts | 774 | 3 |
| sterling securities | 1,377 | 5 |
| ers | 914 | 3 |
| | 28,352 | 100 |

Source: NAPF annual survey of Occupational Pension Funds, 1979.

under the general nature of pension funds, it can be seen that the requirement is for long-term growth of assets consistent with meeting the need to be able to pay pensions when they fall due.

To understand why money is distributed in the way that it is, two things must be understood. The first is the relative risk factor that can be attributed to each sector, and the second is the concept of "total return".

Let us consider risk factors first. They fall under three heads:

Fixed-interest securities

These can be divided into two main areas: First, the obligations of the United Kingdom Government—gilts as they are called—and second, the obligations of British corporations—debentures and loan stocks. Apart from outdated securities, United Kingdom government debt is risk free in the sense that it is certain that at some date (and the date of repayment varies from stock to stock) the investor will get back the same amount invested. This will not take any account of inflation.

The stocks have the added advantage of being readily salable. The same can be said, but with more caveat, about debenture stocks, provided that the company which has issued the stock continues in existence. The risk of this not happening will vary from company to

company and over time as industrial conditions change. In present conditions, there is only a small market for debenture and loan stocks.

Equities

The holders of the ordinary stocks and shares of United Kingdom companies are the recipients of the residual income after all other expenses have been met. Similarly, they are the owners of the residual capital after all other debts have been repaid. Looked at in isolation, an investment in a single ordinary stock can be risky, but pension funds spread the risk by holding a selection of stocks. Equities in the leading 200 to 300 companies are fairly easy to buy and sell in all but the most abnormal market conditions.

Property

In terms of security of income, property rents are low on the risk scale. Companies will pay their rent before they pay their dividend and sometimes even before they pay their debenture interest.

Property has the disadvantage of coming in large amounts so that only the large funds can achieve a reasonable level of diversification. This can, however, be overcome largely by the smaller funds taking an interest in property unit trusts. Properties are not easy to buy or sell quickly but increasingly it can be argued that good quality ones are no less marketable than a

large holding in an ordinary stock.

Now let us turn to the concept of total return. The initial return on government securities (including redemption yield) is at present about 15 per cent; the initial yield on the FT Actuaries All Share Index is 6.7 per cent, and on first-class properties between 5 per cent and 8 per cent. With such an apparently clear margin in favour of government securities, why does anybody buy equities or property? There must be another factor which is not immediately apparent.

There is—the yield on the government security is the initial yield and the yield for the rest of the life of the stock. The yield on equities and property can grow as dividends and rents increase. It is fairly easy to demonstrate mathematically that over longish periods the yield on a property or an equity is the sum of its initial return as well as the annual percentage growth rate in that return. It thus becomes possible for long-term investors to make a comparison between the various sectors.

Returning then to the asset mix problems and the table showing how pension funds have actually allocated their assets over the various sectors, it is possible to appreciate how policies have been laid down to meet the overall objectives of the pension funds.

continued on page 1X

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A better deal for mothers and divorcees

new era for women? That what Mrs Barbara Castle did the new pension law would introduce when it came into force in April 1978; and certainly it has features which will make a big difference to the lives of many women.

First, the option for married women and widows to pay a reduced rate of security contributions being phased out. Women employed who have chosen to do so may continue to pay at the reduced rate, but women newly joined on widows' scheme in 1977, will have to pay the full contributions.

Will women returning to employment after a break of more than two complete years after April 1978. Full contributions will entitle a woman to full state benefits of her own right instead of having to rely on her husband's insurance.

Second, a woman who stays home to look after her children may be credited with

contributions towards the basic flat-rate state pension for up to 20 years. This "home responsibilities" credit can also apply to men, and it does not have to be children who are being looked after; it may, for instance, be an invalid relative. Furthermore, as few as 20 years' contributions to the new scheme will obtain the full "additional component" of state pension.

This means that increasingly a woman who stops working to have a family and then returns, will eventually enjoy entitlement to full state pension (the rate related to her wages) in her own right.

A woman now paying the reduced contributions can elect to change from any April, but once she does so there is no going back. The extra cost to her and the extra benefit gained would depend on whether she was already a member of a contracted-out scheme and on her individual circumstances. This greater provision and

protection will extend to a divorced woman. She will be able to claim the credit of her husband's contributions up to the time of the divorce, for her basic pension. If she continues in employment afterwards she will become immediately liable to pay full contributions and so (with this credit) will be able to establish a full entitlement to benefits in her own right.

She cannot, however, accumulate credits from a succession of husbands: if she has been married more than once the credit applies only to her latest husband's contributions. If, on the other hand, she has to stay at home to look after the children she will also be able to obtain "home responsibilities" credit.

A widow's situation is improved by a provision that the new wage-related benefit earned by a man will continue in full to his wife after his death, provided she satisfies the age requirements; and even if she is under 40 and has no children (and therefore will not

be entitled to a state widow's pension) she will, like a divorced woman, have the benefit of her husband's previous contributions towards her own retirement pension. If she is receiving a widow's pension she can, while she is working, acquire additional retirement benefits but not so as to make her total benefit greater than the maximum a single person would receive who had always been earning above the state scheme maximum.

In accordance with the principle of equal treatment, if a woman dies before her husband, her pension may continue to him, though not so as to increase his total pension above the maximum. However, conditions are more restrictive than for widows' benefits, and both husband and wife must be over state pension age at the time of her death.

All these changes are in the state scheme, but the new law will also extend the provision of benefits for women in occupational pension schemes.

In the past there has often been no scheme for women or else membership has been optional for them. In future, if there is a scheme for men then there must be one for women—it does not have to be the same one but it must have the same eligibility rules. And if membership is compulsory for men it must also be compulsory for women.

However, women who were not covered in the past do not have to be brought into schemes now. There are some loopholes in this law; it appears to be still possible to treat married women differently. Nevertheless, within a few years the new law could considerably increase the number of women covered by occupational schemes.

The scope for change in this area can be gauged from figures quoted in the Government Actuary's latest (1975) survey. These show that in the private sector, whereas 52 per cent of male employees were members of schemes, only 17 per cent of women were. In the public sector the gap between men and women, although smaller, was still considerable.

Contracting-out is also likely to have a considerable impact on provision for women. In particular, many schemes will have introduced, or improved, widows' pensions so as to meet the statutory requirements for contracting-out.

Some occupational schemes have adopted more fully the modern attitude and, taking a leaf out of the new state scheme book, have provided for widows' pensions on the death of a woman member. A few schemes have introduced more flexible dependants' pension arrangements so that, for example, where a man has been divorced and remarried his widow's pension may be divided between the two wives, perhaps in proportion to his period of membership before and after divorce.

The author is group pensions director, Reckitt & Colman.

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PENSIONS



Margaret Stone describes special factors affecting schemes for employees of small companies, and **Dennis Blair** the effects of mergers on pensioners' rights and contributions

Small schemes hit rich vein

A rich new vein has been struck by the pensions industry. Consultants, established life offices and the newer unit-linked life assurance companies have spent the past 12 months staking their claims in this latest goldfield—the small, self-administered pension scheme.

The Finance Act of 1973 permitted controlling directors to participate in their own occupational schemes, as opposed to relying on self-employed arrangements based on their earnings and a strictly defined upper limit. Since then, the potential for marketing such schemes has been clearly indicated.

In 1974, the Superannuation Funds Office (allied to the inland revenue) altered the rules for self-administered schemes, reducing the number of necessary participants from at least 20 to 12, and introducing extra controls if fewer than 12 were involved.

This was good news, but it was not until February, 1979, when the Superannuation Funds Office issued its Memorandum 58, that small, self-administered pension schemes really flourished.

The memorandum, now well enshrined in pensions history, deals specifically with the small company pension scheme defined as having fewer than 12 members. The key provision concerns the fund's ability to lend back to the company up to 50 per cent of its assets. The other half has to be invested conventionally.

Apart from having their own say in conventional investments, directors cannot only look after their own pension arrangements in a tax-efficient manner, but also do their company a good turn.

There is a number of ways in which member directors of small, self-administered schemes can plough money back into their companies. Perhaps the most inviting choice is through secured or unsecured loans—useful for short-term capital injections when there are cash flow shortages. There is nothing, of course, to stop long-term lending.

Another way to help the company through a small self-administered scheme is to get involved with sale and lease-back arrangements with company premises. Property is acquired and leased back to the company—although, of course, the lease must fall in before the pension payments fall due.

A further option available is to buy shares in the company, whether quoted or not. Direct investment in fixed interest and loan stock is also permitted. This kind of self-investment is frowned upon by the occupational pension fund because of the possible risk it entails. But for small companies, usually built up by the directors, the

advantages presumably outweigh the risks.

The fund can borrow to acquire assets for the company or alternatively buy and lease plant or machinery. As capital allowances are available on such items, the more sensible course appears to be to take a straight loan from the pension fund and use it to buy the plant and machinery, and claim tax relief for the expenditure.

It might seem obvious that loans from small self-administered pension schemes should be used only to expand or assist the business, but there were rumours about 12 months ago of loans being used for racehorses, yachts, and other luxuries, although evidence of such loans has been hard to come by.

It was to avoid such blatant misuse of funds, among other things, that the Superannuation Funds Office has insisted on the presence of a pensioner trustee, acceptable to the SFO, in the pension scheme. The SFO fears that without such controls the temptation to wind up the fund prematurely for the benefit of its members would be too great.

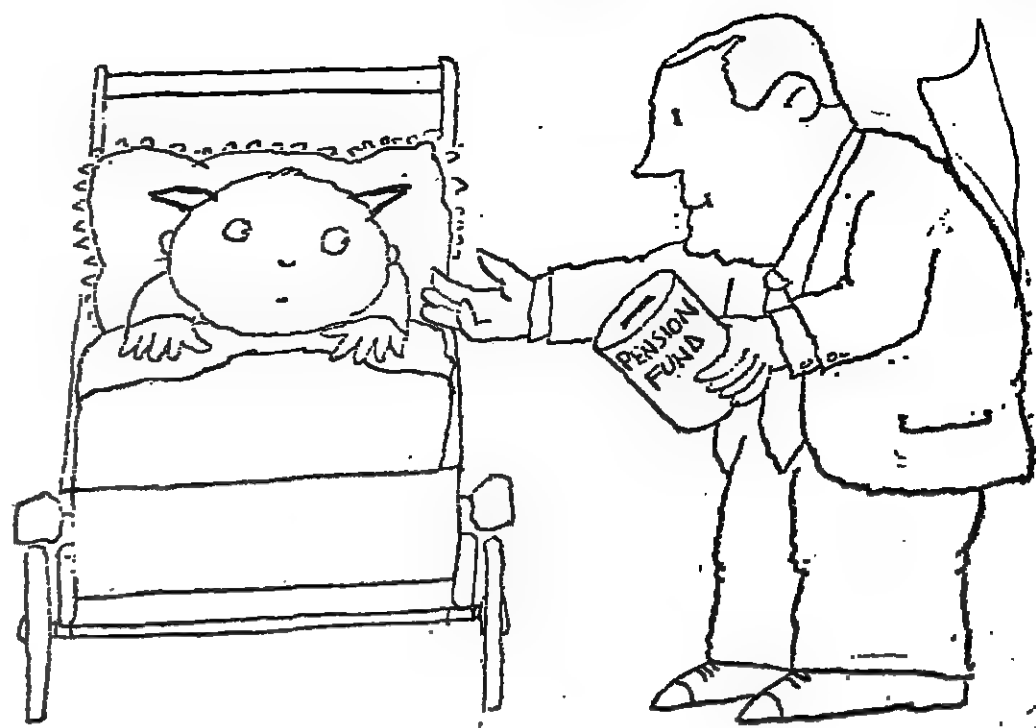
The essence of these small self-administered schemes is their tax efficiency. First of all, the entire contribution in respect of the director is offset against 52 per cent corporation tax. In addition he can put up to 15 per cent of his earnings each year into the fund—which, like any other pension fund, is immune from all taxes.

In the wake of Memorandum 58, there have been a series of important developments, not least of which was the formation on April 6, 1979, of the Association of Pensioner Trustees. Its membership is more than 170 strong and includes representatives from most of the professions and financial institutions: consulting actuaries, pension consultants, insurance brokers, lawyers, accountants, and insurance and clearing bank officials.

The pension consultants and others who are marketing small self-administered schemes offer a variety of options. Some provide investment management, although most do not. Investment advice is more readily available, although some prefer to leave this up to the clients themselves. Fees are even more varied, but the average is from £2,000 to £3,000 as an establishment fee, and there may be annual charges too.

Insurance companies have a different approach. For a start, the basis of their arrangements is that the 50 per cent which is conventionally invested should be channelled through their managed funds department. The establishment fees may be lower, but there are the costs built into insurance contracts which form half the fund.

There are enough options to suit the most choosy of directors. Everyone involved in this business believes it has much further to go.



Mergers must not ignore employees' rights

The period before, during and immediately after a takeover or merger is a time of great uncertainty. Rumour and counter-rumour abound; denials are commonplace and bid talks are conducted under a veil of secrecy. Inevitably, morale among the employees directly concerned falls as they contemplate their future with some foreboding.

As recently as 1969, the newly published standard work on pension schemes in its third edition did not contain a solitary reference to this problem. Five years on, a practitioner's guide to pensions suggested that because pension liabilities were small relative to the cost of acquiring a company, the problem of pension rights was often ignored in takeover negotiations. Today, companies disregard the pensions issue at their peril: this is true whether they are buying or selling.

It is true that no business is acquired for its pension fund. Irrespective of which side was responsible for the initial overtures we can be certain that the principals involved in the bid negotiations will not rack the subject of pensions high on the agenda. Nevertheless pension liabilities represent a significant cost and at some stage in the negotiations the parties will have to consider the issue of pension rights.

Equally, both sides have a vested interest in recognizing the advantages of a contented workforce, an objective which applies equally to existing employees as to those who are directly affected by the takeover.

For this reason proper and effective communication, always essential in achieving good labour relations, takes on particular importance. A lowering of morale will inevitably result from the spread of rumour often exacerbated by press leaks or speculation. Recognizing the necessity for

confidentiality during the crucial and delicate early stages of bid talks, it is all the more essential for both parties, at the first available opportunity, to make the fullest possible disclosure to employees and their representatives.

In this connection, the closest liaison is called for to avoid misstatement, conflicting statements and exaggeration. The memoirs of pension fund managers must be liberally dosed with examples of rash promises given verbally by the new or outgoing boss, over a celebratory or commiseratory drink immediately after the announcement of a successful takeover.

A simple and clear explanation of pension rights is almost a contradiction in terms. Never straightforward, the pension position stemming from a takeover is a minefield, which the employee is unable to avoid.

For instance, if the business, as distinct from the shares, changes hands, there is simultaneously a change of employer, which normally calls for all the pension schemes possibilities associated with leaving service to be offered to the employees. This gives rise to the choice of a preserved pension from the first employer's pension scheme or a transfer of pension rights in the new employer's scheme or sometimes still the chance of a refund of contributions.

"That is reasonably uncomplicated," you might say. But what if the new employer does not have a pension scheme? One choice, transfer of pension rights, disappears completely. What if the new company has a pension scheme but cannot or will not accept transfer payments? This may arise through no one's fault; for example, if the first company's scheme is contracted out of the new state earnings-related scheme but the new employer's scheme is not; no transfer, or at best only a limited transfer, is possible and the employee is likely to finish up with two pensions from different sources.

On the other hand, if it is the equity of a company which changes hands, there is continuity of employment and pension rights must depend on the terms of the respective pension schemes. The position of the employees will be influenced according to whether their former company operated its own pension scheme or participated in a group scheme.

At one extreme, if the sale is of a company with its own scheme, the purchaser will also acquire the obligations of that scheme and must decide if it is to be continued in that form. Alternatively, if the sale is of a group, the usual requirement is a partial winding up of the group's pension scheme to enable a transfer of pension rights to take place, that is always assuming that the successful bidder has a pension scheme of its own, ready and willing to receive the transfer payment.

It is understandable if, by this time, readers have come to the conclusion that for the employee pension rights are approached in a similar fashion to Russian roulette, but with some prospect of receiving a 21-gun salute instead. But several influences, beyond those already described, will determine whether the eventual outcome favours the employee. In particular, before a takeover or merger is completed, the terms of the deal are thrashed out during the negotiation process and are subject to the strengths and weaknesses of both sides. Rarely, however, are the

trustees of the respective pension schemes signatories to the sale agreement, so that they can neither influence the outcome nor be bound by clauses purporting to override the terms of the schemes for which the trustees are responsible. Sometimes, then, sale agreements contain pension provisions which are quite unenforceable, but to which both sides believe they are committed. A common example is the attempt to bind the trustees to a particular basis of calculating transfer value payments when they have total discretion in such matters.

The initial negotiating position of the selling company is often designed to achieve continuity of terms and conditions of employment after the takeover, including maintenance of full pension rights for past service and comparability of pension benefits for future service. This stance is taken not simply for altruistic motives but also to avoid the financial penalties of employment protection legislation under which the selling company can be liable for redundancy payments and compensation for dismissal.

If the buying company is to have pension rights for past service on salary near retirement it is wrong to assume that the transfer payment from the vendor's pension scheme will be sufficient to cover the full cost of such past service. The liabilities of most pension schemes are met from a combination of existing assets and future contributions; this applies equally to the treatment of past service and future service. This fallacy is responsible for much of the misunderstanding of the reasons for the loss of pension expectation after a change of job.

As long as the buyer's scheme can absorb the assets transferred, and can sustain the salary promise for past service within the existing contribution rate there ought to be no problem, but the willingness is not always there, and the ability to do so will depend on the relative strengths of the respective pension schemes—a subject which even actuaries find difficult.

If the selling company has had a practice of paying pensions out of revenue on a "pay as you go" basis there are no assets to trans-

fer, but the employees have a reasonable expectation of a pension in the event of their past service. In this case the buyer, if it is to accept the obligation, demand a reduction in the price of the business.

Can companies be criticised for approaching the pension issue with caution, when it is known that careless or inadequate research assessment of pension will invariably duce an expensive and embarrassing result? For example, in a labour-intensive business pre-tax pension contributions could easily be reduced 10 per cent if the cost of honoursing a past pension commitment is an unexpected increase say, 21 per cent of pay.

Moreover, because pension schemes can end at any time, an employer's commitment to extends only to accrued sums without regard to future pay increases.

Does the future offer prospect of removing the uncertainties described above? The answer to this question may be of some comfort. All parties must now provide guaranteed minimum of second pension for employees with earnings above the basic state pension. This minimum may come from a contract out company pension scheme or from the state, and not adversely affected change of job, whether the result of a takeover or otherwise.

The Government's shorty put into effect above the minimum EEC directive which will require employee representatives to be told in advance the reasons for a proposed takeover and of the economic and social implications for the employees affected by it. Also, Government has asked Occupational Pension Trustees to consider what steps should be taken to test the occupational pension rights and expectations of employees who change employment.

This is a wide-ranging view calling for an examination of the financial implications and for recognition of the relative strengths of the respective pension schemes. The report is expected to be published some time in 1981. That is a long time to hold one's breath.

The author is chair government relations committee, National Association of Pension Funds.

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PENSIONS

F. R. Langham compares the British state scheme with those of other EEC countries; and Margaret Stone examines proposals for a new plan for the Civil Service



UK has unique mixture of systems

pe can be divided into when it comes to state schemes. Denmark, Ireland, provide flat state pensions. All countries in Europe earnings-related state pensions. Britain is unique in having a mixture of a flat rate pension combined with a state earnings-related pension which is provided either by the state or the employer by means of a contracted-out scheme. The state social security system is under considerable financial strain. The system, which is particularly generous as the state pension is payable from age 60 for men and 55 for women, has been under considerable pressure for some time. Major revisions are in Parliament. A German system is also facing financial problems. The difficulties have been taken a few years ago which men could retire at age 63, compared with normal retirement age of 65, based on service of 45 years without any contribution for payment. Major revisions were made to the German system last year to create a more financially stable situation at an earlier age. These included a reduction in the level of the indexation of pensions in course of payment, and a reduction in the average earnings used for determining pensions for those retiring. The effect is that the change is that the pension in future will be a lower percentage of their final earnings than they were expecting in the previous system. There is a moral to be learned here. In state pay-as-you-go systems it is regrettable that it is so easy for politicians to promise higher pensions. It is knowing that the cost will not be met until sometime in the future. Unfortunately, pay-as-you-go systems do not have the financial discipline of a funded occupational scheme as we know it in this country. It is a moral that it is that before any changes are made to

The system is complicated. The main attraction in the French system was that it was possible to pay from the outset full pensions to former employees who had retired without any benefits before the introduction of the system.

This was particularly important in postwar France because of the dislocation of the economy and the destruction of savings during the war years. A further attraction is that inflation is not a major problem since, if increased, the contributions available for immediate payment to pensioners increase by the same percentage.

Unfortunately, demographic and other difficulties are beginning to emerge. For example, for many years the system for managers employed a particularly favourable ratio of pensioners to contributors because of the expansion of the economy and the development of new technologies, but the ratio of pensioners to contributors is rising sharply. Because of this and other factors it has been necessary in the past year or two to increase sharply contribution rates.

The system also suffers from the usual disadvantage of pay-as-you-go systems as the apparently low cost of benefits in the early years has encouraged pressure for higher benefit levels and lower retirement ages. A lot of concern about the system is being expressed in France, and last year M. Barre, the Prime Minister, went as far as to say that funded arrangements have a lot to commend them as suggested that a study be made.

It is almost impossible to switch from a well established pay-as-you-go system to a funded system because such a change would require a double burden of contributions for a long period. In retrospect, the French would have had a less complex system and might have avoided some of their present difficulties by developing a higher level earnings-related state scheme. In Germany occupational pension schemes are widespread and are used to supplement the earnings-related

state scheme. They are generally financed by a book reserve system, although there are privately funded and insured schemes. Because of the rapid inflation in West Germany in the 1920s and during the war, doubt was cast on the ability of accumulated pension funds to preserve their real value.

The main solution adopted has been the creation of unfunded pension reserves in company accounts which have been available for financing directly the expansion of the companies concerned. This solution has received encouragement from the tax authorities since allocations to reserves for pension benefits are deductible for tax.

In order to ensure the security of employees' pension rights employers have to take out credit insurance for these unfunded reserves. The premiums are determined without reference to the creditworthiness of the employer so that they constitute a subsidy from the financially strong to the weak.

In comparing the German system with the British one must be borne in mind that the major part of German pension provision is made from the social security system and thus the reserves retained within the business to cover the unfunded pension promises are much lower than the size of the equivalent pension funds in the United Kingdom.

Is there another way? The answer is yes, but yes, some countries have much higher level social security benefits than Britain does, but these seem to be increasingly coming under financial pressure and we ought to be cautious before making any further improvement to our state pension system in Britain. Yes, occupational pensions can be financed in different ways.

France might appear to have overcome the problems of inflation, but the demographic problems are becoming serious, the system is complex and the financial discipline of financing benefits in advance is absent so that there have been constant pressures for improvements in benefits that are

proving difficult to finance. The German book reserve system preserves financial discipline since reserves have to be accumulated, but these reserves are not as important in relation to the size of German industry as pension funds in the United Kingdom.

The real answer to the question is that there are other ways, but that if we wished to pursue them we should not start from where we are. We cannot go back to the beginning of the path, and to cut across the fields with dangers. The burden on future generations is the same whether pensions are funded, or unfunded with book reserves, or financed on pay-as-you-go lines.

From the point of view of the economy as a whole what matters is whether the system stimulates or retards productive capital investment. The absence of any financial discipline in pay-as-you-go systems can influence present generations to promise themselves higher benefits than future generations are prepared or able to sustain.

A book reserve system, while imposing the same financial discipline as a funded scheme, does mean that the money is retained by both efficient and inefficient companies. Investment returns of well-managed funded schemes are thus likely to be higher on average than under a book reserve system.

We have in Britain a system of occupational pension schemes that is the envy of many other countries. Let us hope the academics and other critics do not persuade politicians to ruin it.

The author is deputy pension officer, Unilever.

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Index-linking is controversial privilege

ed away in the Chancellor's Budget speech was to refer to an index-linked pension scheme. The scheme, which is a new development, is a pension scheme for the Government's civil servants. It is a pension scheme for the Government's civil servants. It is a pension scheme for the Government's civil servants.



Mr. Edward du Cann: "It is wrong to preserve the principle of inflation-proofing only for public servants."

poor, it seems to have been with us for a long time. In fact, the Pensions Increase Act dates back less than 10 years to 1971 and Mr. Heath's administration. While the principle behind inflation-proofing deserves sympathy, it must be said that that Conservative government could never have foreseen the consequences. The Act has brought about

In the years since its introduction, pensions in the public sector have increased each year since 1971 at a rate averaging more than 14 per cent, ranging from a minimum increase of 7.4 per cent to a maximum of 25.1 per cent in 1978. No other employees have done nearly as well. However, it should be remembered that the people who have benefited are not all top civil servants, judges and generals but teachers, firemen and postmen.

It is, none the less, a problem for the Government that the obvious choice of candidates for its inquiry into index-linked pensions are the very people who have a vested interest in them. So in the interests of harmony the Government would be imprudent if it did not bring some "under-privileged" persons on to the committee. Similarly, questions about how much the Civil Service should pay for its index-linked pensions are of secondary importance to more fundamental ones which should question the very existence of indexed schemes.

The debate recently has been centred on the Civil Service pay is calculated to allow for the fact that its members receive index-linked pensions. In 1974 the Government Actuary decreed that public servants should be deemed to have foregone 14 per cent of pay as the price of their pensions guarantee. Despite the big advances made by inflation in the intervening years it was not until 1979 that the amount deemed to be foregone went up to 2.6 per cent, and it has now widened to 3.8 per cent. The figures produced by the Government Actuary's Department have met with much derision, particularly in the past 12 months, and there have been unsuccessful attempts to have an independent actuarial review commissioned.

Mr. Edward Johnston, the Government Actuary, said earlier this year that the fundamental question he has to answer is: how much is it worth to a civil servant to be subject to the rules of the Civil Service pension scheme rather than the scheme belonging to a comparable job? The answer to that question (then 2.6 per cent of pay), Mr. Johnston emphasized, is not the cost of index-linking: it is a difference item between linked pensions too.

schemes, many of which are markedly dissimilar. There are very few private schemes which do pay indexed pensions (1 per cent in the year to January, 1979, according to a recent National Association of Pension Funds survey), because the plain fact is that private industry cannot afford to guarantee index-linked pensions. That, surely, was admitted by the Government in the Social Security Act where responsibility for keeping the earnings-related guaranteed minimum pension reverted, on the individual's retirement, to the state — irrespective of whether or not he belonged to a contracted-out pension scheme.

In these circumstances, the question of how much civil servants should pay for their index-linked pensions is not the right one to ask. The right one is, should one sector of society be so inherently privileged in this way?

In another sphere, the Government is aiming to reduce its commitments to index-linking. Mr. Edward du Cann, the chairman of the Select Committee on the Treasury and Civil Service, is quoted as saying: "It is quite wrong to preserve the principle of index-linking only for public servants when the Government is busy getting rid of it for society security."

More than the politics of envy is involved. Public sector pensioners have enjoyed the twin benefits of higher pension increases than any one else and greater freedom from financial worry because pension promises have been kept. But that is all they are promised, which are paid for by taxpayers. The present attempt to reduce the number of civil servants may be successful, but there is a limit to the number of job cuts and, hence, pensions savings that can be made.

On the other hand, the inquiry will have to be realistic about what changes can be made in other directions. The plan of an index-linked pension will not be given up easily, and there are the moral questions involved if expectations are not matched. However, that is the only alternative available in the long run — unless the dream of curing inflation is realized, which would cure the problem of index-linking.

Just what is there left for the successful businessman?



For the man or woman who works hard at making a success of business there should be appropriate rewards.

Unfortunately it's becoming more and more difficult to find them, let alone pay for them. Personal tax coupled with inflation make it almost impossible to earn enough to afford a lifestyle to which you would like to become accustomed — or perhaps once were.

As a clergyman said recently, "It's no longer a sin to be rich. It's a miracle."

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PENSIONS



John Gaselee reports on self-administered schemes and on how to retire in greater comfort

Brokers should provide more after-care service



Pensions business divides quite neatly into contracts insured with life offices, and schemes which are self-administered. In the past, the self-administered schemes were thought suitable only for large groups.

More recently, these have been promoted as being suitable for directors of private companies. This not only gives the directors, acting as trustees, the right to make the investment decisions, but also the pension fund can lend money to the company, or buy property and lease it to the company. In some cases, the tax-free pension fund can even buy shares in the company.

Insurance brokers and pension consultants handle the great bulk of group pensions business insured with life offices. Some are now taking the view that, quite apart from the so-called advantages of the self-administered schemes for directors, there can be savings in administrative costs—bearing in mind the expense loading charged by a life office.

Apart from group pensions business, a high proportion of personal pensions business, and life assurance contracts intended to supplement pension planning, is arranged by brokers—although there are plenty of other ways of arranging such contracts.

Some offices operate a marketing policy which results in little or no business coming to them through brokers. In some parts of the country, particularly in Scotland, accountants, solicitors and other intermediaries play an important part in helping their clients to make the right arrangements for pensions, together with various aspects of tax planning.

A broker should be an expert on pensions and have agencies with a wide range of life offices. Good advice, therefore, should be forthcoming—although choosing the right policy is largely a question of judgment, and there is no easy way of picking the best contract at the outset. Only time will show whether the choice proves sound.

While accountants cannot be expected to know as much about pensions and associated matters as an insurance broker (many accountants pass their inquiries through a firm of brokers, rather than direct to a life office), a client is likely to have regular contact with the accountant. And he, perhaps, will keep an eye on the policies in force, and suggest when alterations or additions should be made.

Increasingly, some stockbrokers are building up their life assurance business, including the provision of pensions for individuals. It is an unfortunate fact that the bulk of the commission payable to a broker, or other agent, in return for arranging an individual pension contract, or a life policy, is received at the outset.

Inevitably there is a danger that, although a broker may take care to choose what is an appropriate contract at the outset, there may be little or no contact thereafter. Accountants and stockbrokers, acting for clients in various other ways, may achieve a better relationship. Arguably, brokers should provide rather more after-care than at present. While it may cost more to keep

clients satisfied the maintenance of goodwill should be worthwhile.

For anyone who is self-employed, or who has non-pensionable earnings, a broker may suggest a regular premium personal pension policy. Some form of topping up may be necessary in most years—to ensure that the maximum contribution is paid. Usually, this can be as a supplementary premium or arranged as a single premium policy independently from the regular premium contract.

For anyone with fairly substantial earnings, it may be preferable to select a different policy, and pay a single premium, each year. If necessary, more than one such policy can be arranged in a year.

When investments are depressed, it may be best to arrange a unit-linked contract, if there are a number of years to run before the pension will be needed. If prices appear rather high, and they may drop back or not appreciate rapidly, it could be better to arrange a profit-sharing contract. If retirement is imminent, a broker may

suggest a non-profit policy. Anyone ineligible for a personal pension policy may arrange an endowment policy, to mature at an expected date of retirement—when the tax-free cash can be used to purchase an annuity. Sometimes there is the right to leave the money invested with the life office after the normal maturity date, if it is not needed immediately to buy a pension.

A broker may sell a pension contract or life policy on a unit-linked basis, linked to whichever fund appears most suitable. The fund chosen at the start may not necessarily be the best for the term of the policy, although if it is a managed fund, no further action need be taken.

If future switching between funds becomes necessary, it is important to establish with the broker at the start whether he will suggest when switches should be made, or whether the client should periodically ask for advice. While brokers have been improving their knowledge of the investment scene, many small brokers do not

have the facilities, but not making any cash contributions.

An employee can make total pension contributions up to a total of 15 per cent of annual remuneration. Usually the percentage of salary payable to a contribution scheme is quite modest, leaving most employees with the right to make a worthwhile contribution each year free from tax. Here again the contribution accumulates in a tax-exempt fund.

It is usual for each employee to have his own account, building up a cash fund which is available at retirement. The cash retirement can be used to purchase from any life office the pension benefits which an individual wishes to provide, or is required to provide by the inland revenue. Sometimes, if the whole of the main occupational pension is taken in pension form, all or a large part of the benefit from an additional voluntary contribution scheme can be taken as tax-free cash at retirement.

Life offices are providing a wide variety of contracts, such as profit-sharing or deposit administration. A number of building societies have been suggesting to pension scheme trustees that an additional voluntary contribution scheme should be based on building society investment.

In view of the tax aspects, this type of scheme can be particularly suitable for those with fairly high incomes, paying higher rates of tax, who wish to put aside cash for the future on a tax-advantageous basis. One possible drawback is that, in common with other types of pension arrangements, once cash has been paid to such a scheme, benefits cannot be taken until retirement.

Employees who stand to receive occupational pensions near the inland revenue maximum at retirement need to make sure that there is no over-provision of benefits, since the maximum of two thirds of final earnings applies to the main occupational scheme plus any additional voluntary contribution scheme.

see themselves as competent to give that type of advice. If it is not necessary to take the whole of a pension at the same time, benefits can be taken in stages, between the ages of 60 and 75, if a number of different pension contracts have been arranged, or a single contract has a number of units. In this event, it is important to select the right type of contract from which to take pension, according to circumstances at the time.

Brokers ought to be able to give good guidance. Also when benefits are taken from a personal pension contract, a broker can say whether a better pension would be obtained by transferring the cash accumulated under the policy to another office with more competitive annuity terms.

Life cover arranged privately expires at or near retirement and life cover arranged in conjunction with an occupational pension scheme may end at that point. Sometimes an employer's scheme incorporates a right for a member to arrange a policy on his own life when that cover ceases, irrespective of his state of health at the time. Such a guarantee is not common, and it is easy to reach retirement and find a need for continuing life cover. That is an area for an insurance broker, if one's health is not perfect.

Some years ago, a number of life offices set up the Company Pension Information Centre to give general advice and publish a number of guides.

The Society of Pension Consultants was affiliated to the Corporation of Insurance Brokers but now it is not

simply brokers who are acting as pension consultants. Consulting actuaries moved positively from a specialist and many now act as overall pension consultants. The society has rewritten its constitution and broadened its eligibility for membership and has introduced a code of conduct.

The British Insurance Brokers' Association provides regional life members. Membership tends from large to small operations. The members can be described as specialists in pensions field, although should be able to give reasonable guidance to individuals wishing to start pension arrangements.

Finally, the life cover which does not pay out to intermediaries is not overlooked by these include the oldest second oldest mutual offices. As a result of being mutual and non-commission, such as for a member to arrange a policy on his own life when that cover ceases, irrespective of his state of health at the time. Such a guarantee is not common, and it is easy to reach retirement and find a need for continuing life cover. That is an area for an insurance broker, if one's health is not perfect.

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Topping up benefits best tackled early

Most of us probably feel that we could get by during retirement on a pension of two thirds of final earnings—perhaps even in a degree of comfort. Unfortunately, however, two thirds of final earnings is simply the maximum pension which can be paid. By no means all schemes are so generous, apart from the fact that an increasing number of people have a somewhat chequered pension career.

Moving from one job to another may be a much better way of progressing than staying with the same organisation and waiting for seniors to retire or leave. But it does not exactly enhance pension prospects at the end of the day. All too often, moving from one job to another results in a lower pension than staying in one job throughout—albeit at a lower salary.

Many people, therefore, will need to top-up their pensions—and this is a task which is best tackled at the earliest opportunity. Clearly, if one waits until a few years before retirement, comparatively little can be achieved.

First, quite a number of people with salaried jobs also have some income from another source—such as lecturing, consultancy work, writing articles for the press, farming, or even what amounts to running a small business. Within limits, it is possible to pay some of those non-pensionable earnings towards a personal pension policy, which will supplement the main pension from one's employment.

One advantage of taking that course is that the pension contribution ranks for full relief of tax. Furthermore, in common with other pension funds, the contributions will accumulate on a tax-exempt basis. At retirement, which need not coincide with retirement from one's main job, but must be

between the ages of 60 and 75), part of the pension can be commuted for a tax-free cash sum.

The actual amount which it may be possible to contribute in that way is likely to be limited, but it will be a help. A traditional alternative was to take an endowment assurance policy, designed to mature at retirement, and to use the maturity value to buy an immediate annuity—so as to provide a supplementary pension for life. Incidentally, part of such a pension is entirely free from tax (being looked upon as a repayment of capital), and the balance of the fund which is available at retirement is treated as income. That differs from the normal occupational pension, which counts as earned income for tax purposes.

A variety of life assurance policies are on the market where premiums are paid for a minimum of 10 years, normally, being eligible for life assurance premium relief (now equivalent to a discount of 17½ per cent, dropping to 15 per cent in April 1981), and, thereafter, provided a peppercorn premium continues to be paid, tax-free withdrawals may be made as required. There is, however, no guarantee that, if one lives to a ripe old age, the capital value of the fund will be sufficient to allow one to continue to draw on it throughout retirement.

Employers, also, can play their part in helping to top-up a pension at retirement. For instance, if an employee joins a firm's scheme, perhaps bringing with him a transfer value from his old scheme, the new employer can give added years in the new scheme. Effectively, this is the same as saying that, for pension purposes, the new employee had been working with the new company for a specific number of years. Naturally, however, there is a limit to the generosity which an employer can be expected to display towards a new employee.

Much more is likely to be heard of additional voluntary contribution schemes. Here an employer who already has an occupational pension scheme, sets up a separate supplementary

scheme. Employees are free to contribute, with normally the employer simply providing the facilities, but not making any cash contributions.

An employee can make total pension contributions up to a total of 15 per cent of annual remuneration. Usually the percentage of salary payable to a contribution scheme is quite modest, leaving most employees with the right to make a worthwhile contribution each year free from tax. Here again the contribution accumulates in a tax-exempt fund.

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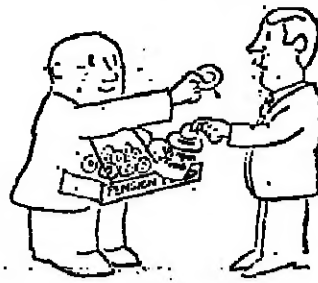
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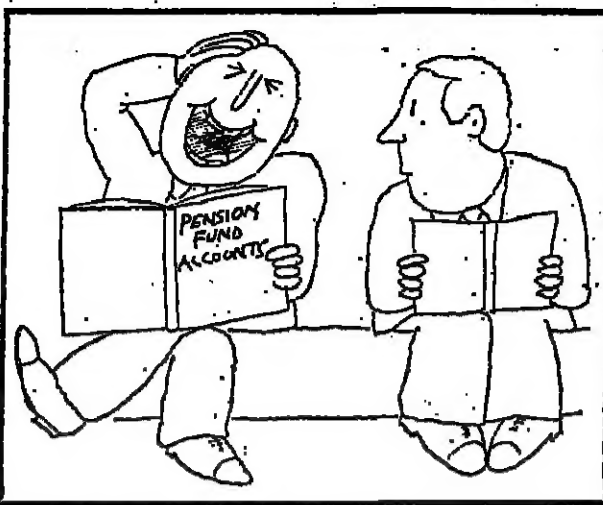
Sylvia Morris discusses the impact of a suggested code of practice governing public demand for details of retirement benefits



Proposals for freer flow of information

the agenda at the National Association of Pension Funds' annual conference is a draft code of practice dealing with the flow of information to members of pension schemes. The code, drafted with the help of members of the association, is given the seal of approval it could be in force very shortly.

The reason for its being forward is NAPP's desire to see a flow of information more available and of a higher standard, between pension funds and their members than those demanded by the Inland Revenue and the Department of Social Security. The code, it believes, will achieve more quickly by compliance with a simple code of practice than the introduction of further complex legislation of the type which has already foundered in the industry. The code will require pension funds to provide a copy of the code and even go beyond the proposed minimum standard required. The association would like to see that those which do not at least conform with minimum standards. The code calls for provision of basic information



which is regarded as essential to enable any member to make decisions regarding his future pension benefits and rights. It covers every day events such as joining or leaving pension schemes, retirement and the death of members, as well as rarer occurrences such as mergers or the winding-up of schemes. The proposals include a provision that an employee, on taking up a new job, be issued with precise details in writing of the pension scheme and options open to him. Although this is a step in the right direction, such information should, ideally, be made available at the interview stage. It can be an important feature in weighing up the pros and cons of taking a job. On leaving a scheme to take up new employment, a member needs to know the exact benefits he has built up as well as the available options. Details should include any guarantee of a minimum pension and any guaranteed or potential increases before and after he retires. Options that come into force once the pension becomes payable should be fully explained. The member should also be informed whether he is entitled to payment of a transfer value. A member nearing retirement should be given a full,

advice, but because of the complexity of the pensions industry, advice does not come cheaply and this may present a problem for smaller companies. Moreover, an advice service is a continuous cost as there is a basic conflict of interest between fund and employee. The latter might feel that any advice he received from his employer would be biased in the fund's favour.

The introduction of a clause which ensures that members have essential details of their schemes must be applauded, but it will do little to help the communications problem which has continually dogged the industry. Information, however, comprehensive, is of little value if it is neither read nor understood. All too often pension fund executives assume that members are thirsty for knowledge of the scheme. However, in-built reluctance to contemplate one's own mortality or even old age, coupled with the complexity of the field, leads to widespread lack of interest in pensions.

In recent years the pensions industry has tried to bridge this gap with a lighter and simpler approach but it still has a long way to go before much of the information provided can be usefully interpreted.

Long-term problems in getting asset mix right

Continued from page V

funds, taking into account their long-term investment objectives, the problem of inflation (and the corresponding risk for growth) and the degree of risk in the various investment sectors.

A typical large pension fund's asset mix policy have evolved over a number of years in response to changing conditions. For example, many funds had no overseas assets until the 1960s, and the evolution from a preponderance of assets in fixed interest to a preponderance of equities and property is a direct response to the problems of inflation.

There are other factors which have to be considered in formulating investment policy, and that is the question of whether or not to hold investments denominated in currencies other than sterling. Most will be obliged to pay

pensions in sterling. Why complicate matters by investing overseas? There are probably two main reasons for doing so. These might be described as the macro-argument and the micro-argument.

The macro-argument is concerned with economic growth rates, inflation rates and relative currency strengths of overseas countries. It is not difficult to demonstrate that there are other countries which have better economic growth, lower inflation and stronger currencies than the United Kingdom. These countries will not always exhibit these strengths—consider the recent fall of the dollar and the rampant inflation rates being experienced in the United States.

However, a case can be made, particularly for the large fund, to have a proportion of its assets in non-sterling denominated issues. Typically, a large fund

might have about 20 per cent of its assets so invested. The principal overseas market for such investment would normally be the United States, although Japan, the Far East and Australia also have a considerable following.

The micro-argument is concerned with gaps in the United Kingdom market, particularly the equity market. It is not possible to buy shares in a United Kingdom power generating company or a champagne producer. This can be done in overseas markets if the policy-makers feel there is a need to have them.

The broad framework of the asset mix and geographical spread is arrived at by consideration of the factors described. There are further factors to be taken into account within this framework.

As far as fixed interest stocks are concerned, company debentures, as already

indicated, do not attract a great deal of interest because of their lack of marketability. Pension funds will tend to concentrate on the gilt market and the shape of their portfolio will be governed by such matters as known future cash requirements, for example development expenditure for properties may mean that the short end of the market is favoured. However, this apart, there will be an attempt to achieve a spread of maturities in dated government securities so that there is no bunching of repayments, thereby avoiding a reinvestment problem in adverse conditions.

With equities theoretically a good level of diversification or risk spreading can be achieved by a fund holding only 20 to 25 stocks. However, for the larger funds with equity portfolios in the hundreds of millions this is clearly impracticable because of the sheer size of

holdings in particular companies that would be necessary. In practice investments would be spread across 100 to 300 stocks, with only the very large funds—more than £500m—operating at the top end of this scale. In making the spread across the various industrial sectors, attention would be paid to the spread of stocks in the various indices, for example the F I Actuaries. Divergences from the index spread would represent the views of the policy-makers as to the relative merits or demerits of those sectors and would vary from time to time.

The main considerations within the property sub-group will be the mix of office, shop, industrial, warehouse, properties, and possibly agricultural land. Initial yields on offices and shops tend to be lower than those on warehouses and factories and sometimes these lower yields are not matched by better growth prospects.

There are fashion considerations in property investment as in other forms of investment. For example, question marks are being raised about city centre office locations in the light of advances in micro-chip technology. Agricultural land has problems of its own, not the least of which is the political one. All these factors, and many others, must be taken into account in fixing the mix of property assets.

Keeping the overall framework arrived at under the long-term policy heading, broadly the same factors will apply to investments in overseas markets as to those which exist in the United Kingdom. There will be the added complication, however, of relative currency strengths and weaknesses which will affect timing of investment activity, and the question of exchange control abroad as well as at home needs to be considered.

Who makes the investment policy of pension funds? In the private sector, the bodies most likely to be involved are the pension fund's parent company (especially when it guarantees the solvency of the fund), the pension fund trustees and the investment manager. The pension fund trustees may delegate short-term policy-making to a sub-committee sometimes called the investment committee or the management committee. The investment committee may further delegate day-to-day decisions to the investment manager.

Important policy decisions on changes of the asset mix or overseas diversification will be made only at intervals of several years. Ordinarily, trustees would meet half-yearly or even quarterly to review performance and set short-term policy guidelines for the following period. The investment committee would probably meet on a monthly basis and would also supervise the execution of policy.

The investment manager is central to all these activities in that in most cases he will be writing the policy papers for the trustees. It is, however, essential for all concerned that the policies he advocates are understood and that once agreed they should be followed closely except in unusual circumstances.

The author is chairman, investment protection committee, National Association of Pension Funds.

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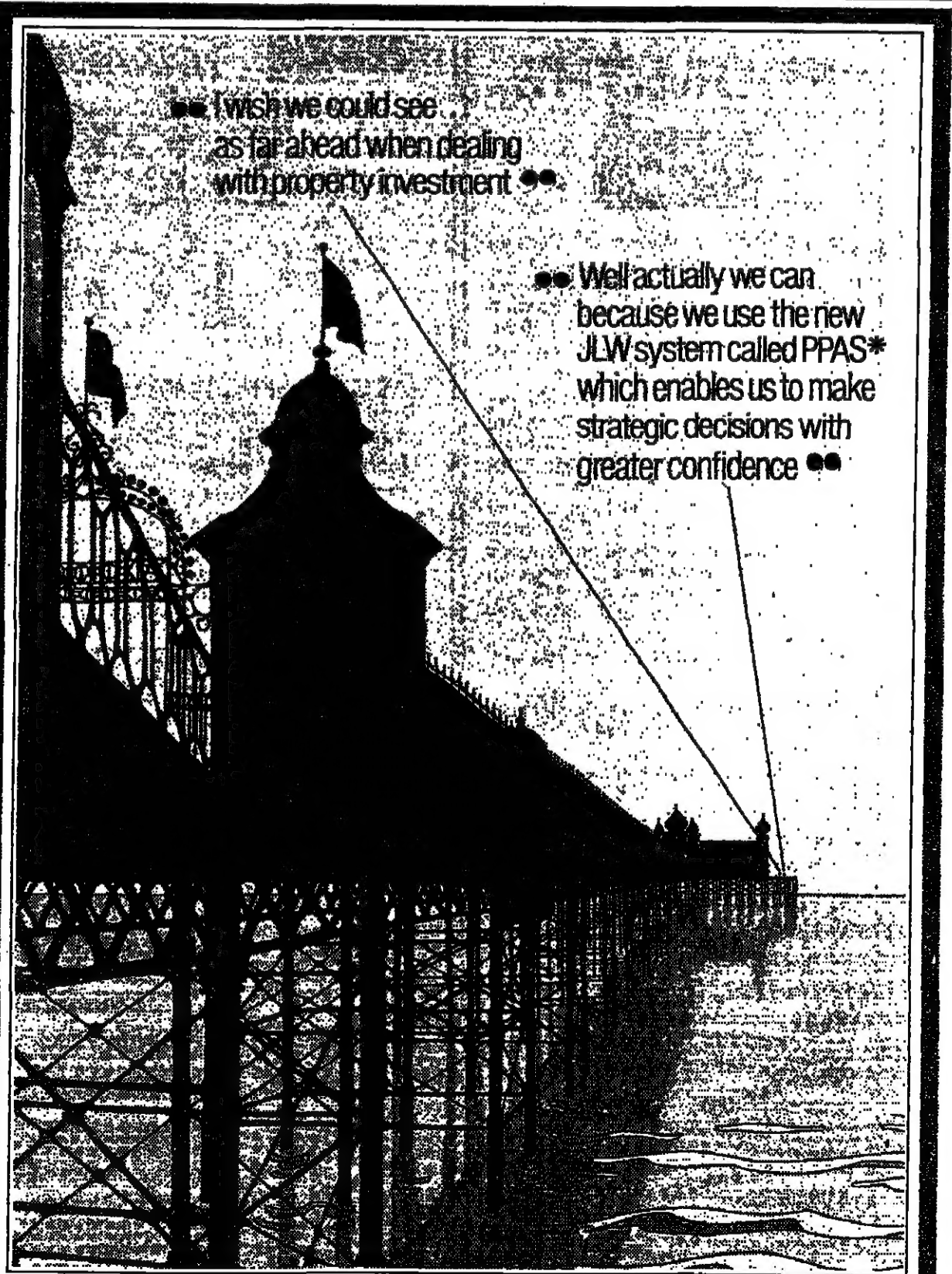
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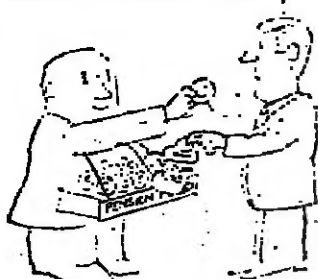
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John Whitmore reports on three important developments of the past year or so which have provided the investment world with food for thought. The pictures show three profitable areas open to fund managers: property, forestry and the arts

Overseas opportunities knock

The one thing that pension fund managers cannot claim is that the past year or so has been uneventful. To me three important developments stand out, all of which have provided the investment world with substantial food for thought.

The first has been the increased determination of the important Western countries to strengthen their anti-inflationary policies by bringing their money supplies under better control. The second has been the clear evidence that, regardless of any improvement on the international political front, oil producers will in future cut back on production, if that is necessary, to prevent the real price of energy from falling. The third has been the dismantling, last October, of British exchange controls. In terms of global implications, the last of these three is the least important. None the less it provides a convenient starting point.

Some fund managers do, of course, play down the significance of the removal of exchange controls. Quite rightly, they point out that their liabilities are in sterling and that this must circumscribe the amount of non-sterling investment that it would be prudent for them to undertake.

They may also take the view that substantial investment in foreign securities is not a particularly attractive option for any British investor at the moment. They may prefer to stay in sterling on currency grounds; they may prefer the outlook for sterling securities; they may feel more at home dealing in a London market with which they are familiar; they may argue that investment in British-based multinational groups offers them adequate exposure both to international currency dealings and to the overseas areas offering better long-term growth potential than Britain.

They may well be right to hold these views. Even so, the abolition of exchange controls is an event of great significance for the British investor. Whether or not he chooses to make use of his expanded investment freedom is one thing. But the fact remains that the potential investment opportunities available to him have been increased immeasurably, while his interest in international developments will inevitably broaden, if only because the abolition of exchange controls must affect the way in which British markets themselves behave.

Now that capital is free to flow in and out of Britain, according to developments at home or overseas, the fund manager can no longer afford to pretend that nothing, or only a little, happens beyond the white cliffs of Dover.

While recent official figures on the flow of funds through the important investing institutions hardly suggest any great rush to invest overseas in the first two months after the abolition of exchange controls, I would be most surprised if there is not substantial overseas investment by pension funds during the 1980s.

Given this freedom, then, what is the investor to make of the world investment scene? One could certainly argue that the abolition of exchange controls has merely given the fund manager a licence to gamble on the world's political instability. But if one takes the view, and I suspect that most fund managers do, that one cannot base decisions on total pessimism for the longer term, then the initial picture he may have in mind is this: Western governments, particularly the United States, have toughened up their anti-inflationary policies quite considerably; disinflation and recession are in the air; and, over the longer term, the United States is probably better equipped than any

country to meet future energy problems.

On the face of it, one has a scenario which seems to be crying out for investment in bonds rather than equities, in dollars rather than Deutsch marks or yen.

Yet the doubts remain. There have been false dawns before. There must still be a big question mark over the probable outcome of the anti-inflationary battle. In part, the recent release of the dollar reflects political developments. But it also reflects fears that the speed and extent of the recent slide in interest rates may signify that the United States Government is not yet ready to bring inflation under full control.

One might, perhaps, argue that the present Administration has left itself little time to do battle with inflation and that the ultimate counter-inflationary battle in the United States will not take place until after this November's election. Equally justifiably, one could also conjure up a picture in which the United States suffered serious stagflation for much of the early 1980s.

The real problem for the British investor is that this all makes it particularly difficult to be sure of getting the first step in overseas investment right, namely coming up with the right currency to be in. Certainly, one could also argue that Wall Street has not, in fact, been a good home for money in the 1970s. But that would be to present an argument based largely on the performance of a single index, the Dow Jones industrial average. Investment in small and medium-sized American companies in the 1970s was often highly rewarding; and there seems no reason to doubt that such opportunities will continue to exist as technology makes further rapid advances during the 1980s.

Coming closer to home, the British Government's own anti-inflationary policies are, some, interesting

questions for pension funds. Once again, of course, it remains to be seen whether the economy will, over time, respond to present policies, or, if it does not, what will happen next.

But the implications if the policies succeed are to say the least, fascinating. Admittedly, funds will be becoming more mature during the 1980s, the numbers in employment could fall temporarily, and pressure for improved benefits in some funds may intensify. But net cash flow will still be increasing quite strongly according to most projections, at a time when the Government's financing need may well be falling in nominal terms. I am not placing bets on the likelihood of a budget surplus at some stage in the 1980s though we could come fairly close to it for a central government alone.

Where will you put your money then? The theory, of course, is that as the Government cuts back on its call on national resources, private sector investment will revive and you will simply switch from buying gilts to buying equities and debentures. It may, or may not, prove that simple. Presumably, more outlets for small company investment may arise. It may even be that the home loan market will evolve in such a way to make this an avenue that will look more attractive than at present.

The other option has to be more investment overseas—an option that the Government would presumably like to see used increasingly once it feels that it is winning the battle against inflation. Certainly a strong case can be made out for staying with sterling and sterling securities at the moment. But when the moment comes to look elsewhere the one thing that is certain is that not everybody will be able to squeeze through the exit at the same time.



Interior of the Willow Tea Rooms, Glasgow, refurbished by the London Transport Pension Funds as part of a £3m investment. Below: members of the Royal Forestry Society visit Blean woodlands, near Canterbury, purchased by the Midland Bank Pension Fund. Right, two paintings bought by the British Rail Pension Fund. Above, "The Miraculous Translation of the Holy House of Loreto" by G. B. Tiepolo, on loan to the National Gallery. Below, detail from Picasso's "Young Man in Blue", on loan to the Victoria and Albert Museum.



photograph courtesy Tihhi



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The National Association of Pension Funds offers many benefits to its members, including a series of specialist training courses ranging from Pension Fundamentals to Trustee-ship; from Pension Managers Workshops to Investment Managers Seminars.

Our publications, which include the recently published official Year Book, are an invaluable source of reference. There is the monthly official publication PENSIONS WORLD and a series of occasional papers published as handy 8 x 5 booklets which all members receive as part of their subscription. The Handbook on Pensions and Employee Benefits, a textbook on pension fund practice, is available at a reduced subscription and the NAPF publishes a Companion Volume giving frequent up to date information at a very low cost to members.

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Discover how membership of the NAPF can benefit you. Contact Clifford Luckhoo, The Secretary, NAPF, Prudential House, Wellesley Road, Croydon, CR9 9XY. Telephone: 01-681 2017.



May 15th/16th/17th Metropole Hotel, Brighton

YOU ARE WELCOME TO VISIT OUR 1980 CONFERENCE

DEVELOPMENTS FOR A DECADE

AS WE enter the 1980s the National Association of Pension Funds has taken 'Developments for a Decade' as its theme for this year's annual conference. Information to members, Overseas Investment, the Impact of the Microprocessors, the Influence of Europe on UK Pensions, and many other

relevant and important topics will be discussed.

As always, the quality of the speakers and the ensuing discussion will be of vital interest to those concerned with the pensions industry.

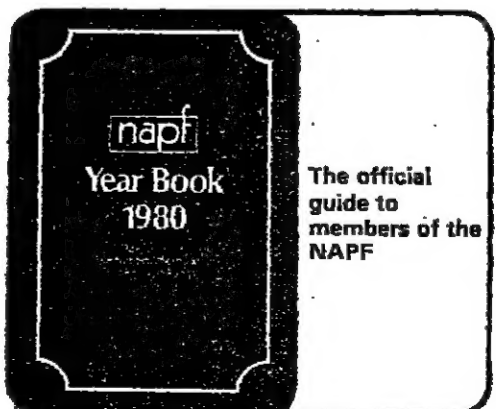
The National Association of Pension Funds is a unique body embracing every type of pension

scheme, insured and privately invested, and in both public and private sectors of industry.

As a national association it makes frequent submissions to Government and is closely concerned with any legislation affecting members. The association is the recognised body and regularly plays an important role in such City organisations as the Panel on Takeovers and Mergers. The association also submitted a great deal of information to the Wilson Committee.



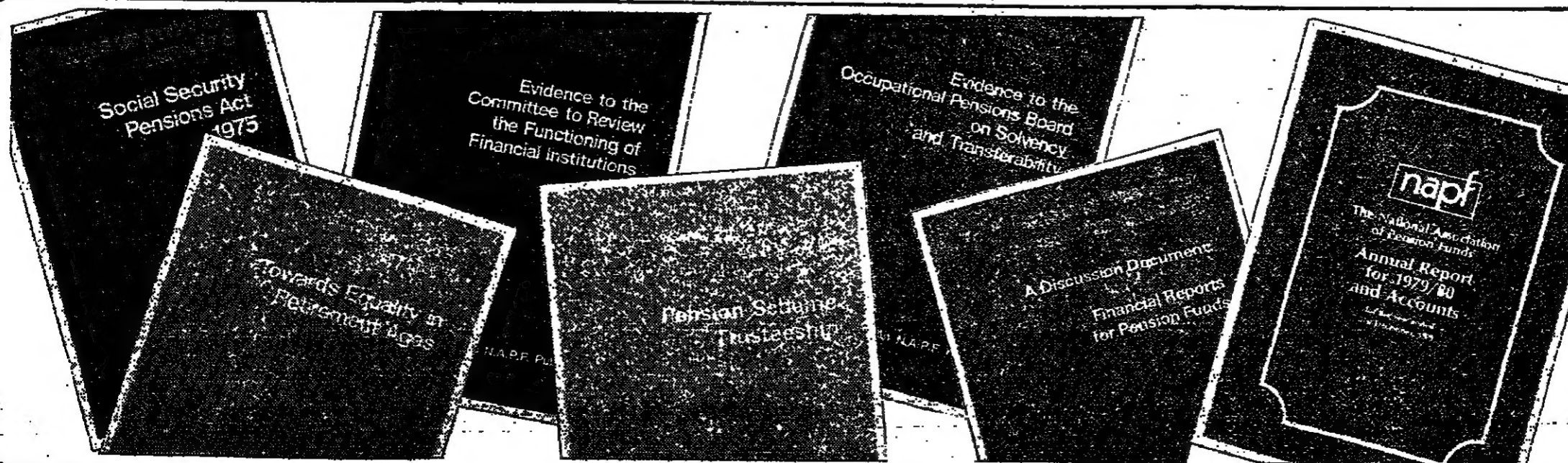
Rt. Hon. Denis Davies MP



The official guide to members of the NAPF



Strength and Support for your Pension Arrangements



The full programme for the conference is:-

Thursday 15 May

2.15 - 2.30
Introduction by the Chairman of the Association.
2.30 - 3.30
A.G.M. and brief reports from Committee Chairmen
3.30 - 4.00
Afternoon Tea
4.00 - 5.00
The Treatment of Early Leavers
Speaker: Mr K Cnle
4.00 - 5.00
Overseas Investments for Smaller Pension Funds.
Speaker: Mr D Edwards
7.30 - 8.30
Chairman's Reception in the Metropole Hotel.
8.30 onwards
Dinner in Conference Hotels

Friday 16 May

9.15 - 10.30
The Provision of Information to Members - a Discussion on the NAPF Proposals.
Introduced by: Mr K M McKelvey.
10.30 - 11.00
Morning Coffee
11.00 - 12.15
Pension Funds and the City.
Speaker: the Rt. Hon. Denis Davies MP
12.15 - 2.30
Lunch in the Metropole and Bedford Hotels.
2.30 - 3.45
Mini Computers and Microprocessors
Speaker: Mr J Turnbull
3.45 - 4.15
Afternoon Tea
4.15 - 5.30
Direction of Investment - Overseas Experience
Speaker: Mr T Heyes
4.15 - 5.30
The Impact of Europe on UK Pensions
Speaker: Mr D E Boden
Evening
Alternative Social Programme:
A Play in the Theatre Royal, Brighton
A Rod McKuen Concert in The Dome, Brighton.
A Sussex Feast, Drusillas, Alfriston.
Regency Evening, The Old Ship Hotel, Brighton.
Dinner in the Metropole Hotel.

Saturday 17 May

9.15 - 10.30
Member Participation - A Discussion on the NAPF Proposals
Introduced by Mr J M Young
10.30 - 11.00
Morning Coffee
11.00 - 12.15
Future Prospects for the Stock Exchange
Speaker: Mr Nicholas Goodison
7.30 for 8.00
Banquet in The Metropole Hotel.

DINNER DANCES IN THE METROPOLITE HOTEL AND DUDLEY HOTEL